FREIGHT TRAFFIC ISSUE

Soo Widens Cuts To Lick Snow Drifts

November 30, 1959

RAILWAY AGE *weekly*

Piggyback

Where it stands

What's ahead?

R
CCUP
EDITORIAL DEPT
UNIV MICROFILMS INC
313 N FIRST ST
ANN ARBOR MICH

New Sales Look On The MKT

60 cents A Simmons-Boardman TIME-SAVER Publication



DON'T LET "SPOT SHORTAGES" TIE YOU UP!



CHECK THESE ADVANTAGES

1. Control handling and routing of loaded and empty movements.
2. Car requires no expensive cleaning operation before loading.
3. No customer complaints about condition of lading.
4. Car can be unloaded pneumatically or by gravity.

Contact us today

LEASE YOUR COVERED HOPPERS

for a constant supply of cars

You can't afford to put up with continued "spot shortages" of covered hoppers—because competition won't let you. Lease from North American and you have control of routing and positive return of empties to loading points.

Your continuous car supply allows better planning, improved service and most important—satisfied customers. Let us figure with you and show how little, if anything, leased cars may cost. These cars can be equipped for pneumatic unloading with 5-inch airlines, and adaptors are available for larger or smaller diameter airlines. Ask for a test demonstration.

for full information phone, write or wire

NORTH AMERICAN CAR CORPORATION

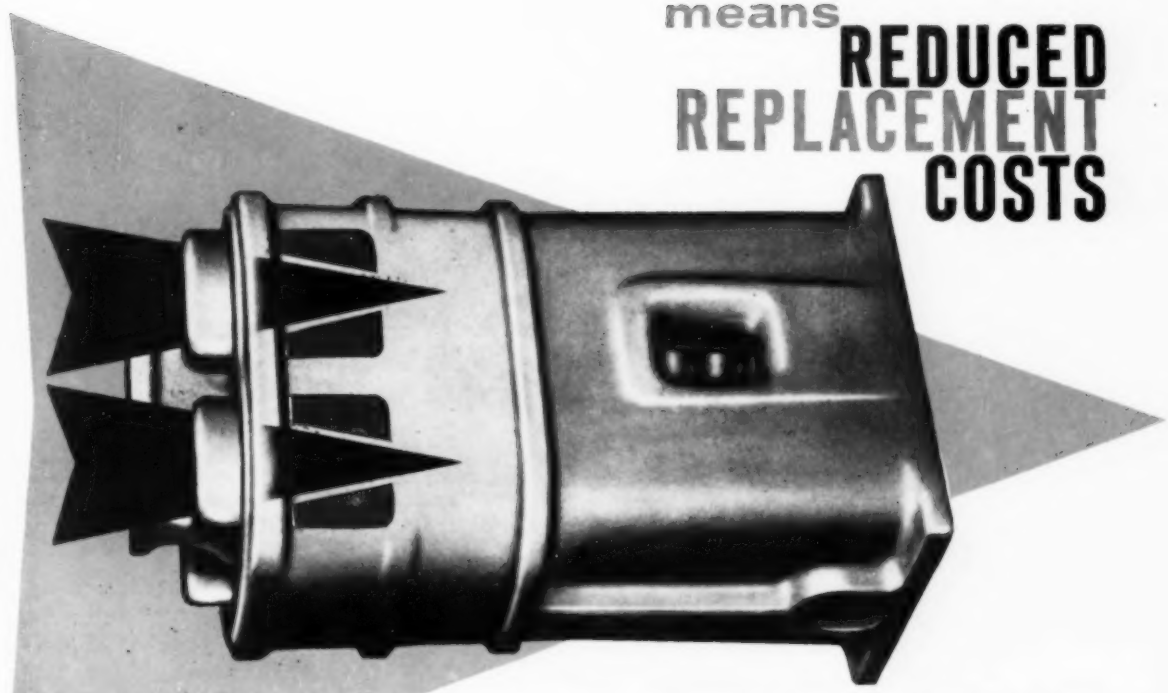
231 South La Salle Street, Chicago 4, Illinois • Telephone FInancial 6-0400

Remember, if it's NEW, it's *NORTH AMERICAN*

TWIN FRICTION ACTION

means

REDUCED REPLACEMENT COSTS



Two "shock-stopping" Friction clutch mechanisms extend service life of freight cars and equipment . . .

There's no doubt about it . . .
Exclusive Peerless Twin Friction clutch Mechanism combined with 4 powerful springs keeps replacement costs down by more *effectively absorbing shocks—more efficiently dissipating impact energy. Lower transmittal ratio* keeps all the vital points of the car from receiving dangerous impact shocks . . . Chances of jamming due to severe impacts are reduced because of independent nest operation—You get an *Extra Measure of Protection* that means reduced replacement costs.

Inspection of every Peerless component *before assembly* and complete *testing after assembly* assure consistent dependability. Write for the complete Peerless TWIN FRICTION ACTION story—Ask for Bulletin T-1.

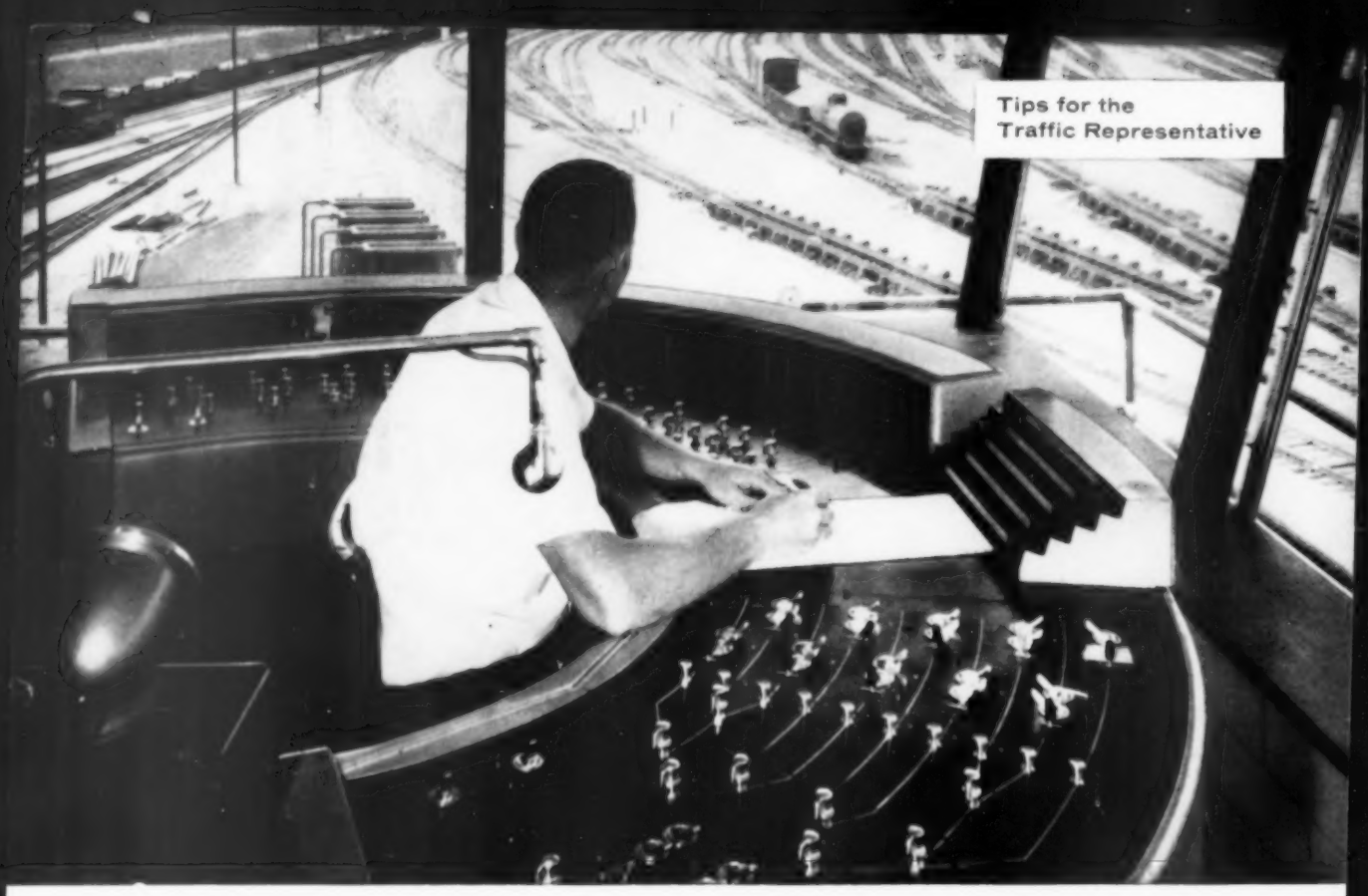
T-1 FRICTION DRAFT GEAR

PEERLESS EQUIPMENT

Division of Poor & Co.
332 South Michigan Avenue • Chicago 4, Illinois

B-335

PEERLESS



How electronics help you to sell your railroad's shipping service

Dependable delivery is any railroad's strongest selling point. And the surest, most economical way to *improve* your delivery schedules is with electronic control equipment made by Union Switch & Signal.

Save time. Union Centralized Traffic Control speeds schedule time by minimizing delays in high traffic territory. It eliminates many possibilities for error. It enables you to move *more traffic* over existing trackage.

Improve service. The Union Velac® Automatic Classification Yard System helps you improve service to shippers, too. It saves time in train classification . . . usually several hours per car, compared to manual yards. Most important, it cuts damage to lading because the Velac System precisely and automatically controls coupling speed. The Velac System handles cars so gently that even fragile ladings can be humped safely.

Pays for itself. Union Control Systems do such a tremendous job of improving railroad efficiency that they actually *pay for themselves* in reduced operating costs in just a few years. You can expect a return on investment of 15 to 30% when you install a Union Control System. And every day that it is working, it is helping you to *sell your railroad* because it is helping you to improve your service to shippers. Get complete information from any Union Switch & Signal representative.

"Pioneers in Push-Button Science"

UNION SWITCH & SIGNAL

DIVISION OF WESTINGHOUSE AIR BRAKE COMPANY

SWISSVALE, PENNSYLVANIA

NEW YORK . . . . PITTSBURGH . . . . CHICAGO . . . . SAN FRANCISCO

RAILWAY AGE *weekly* November 30, 1959 • Vol. 147, No. 22

Week at a Glance

Departments

As the Publisher Sees It 36
Current Publications 74
Dividends Declared 78
Editors Afield 55
Freight Car Loadings 83
Freight Operating Statistics 76
Industrial Traffic 64
Letters from Readers 80
New Equipment 83
People in the News 64
Railroading After Hours 58
Railway Market 73
Shippers' Guide 79
The Action Page 60
Traffic Poll 13
Watching Washington 10
You Ought to Know 58

• Editorial and Executive Offices
New York 7, 30 Church St.

JAMES G. LYNE, Editor
ROBERT G. LEWIS, Publisher
Executive Editor .... Joe W. Kizzia
Managing Editor .... Fred C. Miles
News Editor ..... Luther S. Miller
Traffic-Transportation .. G. C. Hudson
Mechanical
C. L. Combes F. N. Houser, Jr.
Signaling & Communications
Robert W. McKnight Robert J. Barber
Associate Editors
Rod Craib Harry M. Grayson, Jr.
Librarian ..... Edith C. Stone
Editorial Assistant ..... June Meyer
Art Director.....Russell S. Rypsam
Design and Layout .. Joel Petrower
Production Manager.. Joseph J. Menkes

• Chicago 3, 79 West Monroe St.
Western Editor ..... Gus Welty
Mechanical .... Norman E. Gillespie
Engineering ..... M. H. Dick
R. E. Dove E. W. Hodgkins, Jr.
Purchasing & Stores ..... Bert Enos
Editorial Assistant .. Wanda Brown

• Washington 4, National Press Bldg.
Washington Editor .. Walter J. Taft

Railway Age, established in 1856, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.

Published weekly by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn. Second-class postage paid at the Post Office at Orange, Conn. James G. Lyne, chairman of the board; Arthur J. McGinnis, president and treasurer; Duane C. Salisbury, executive vice-president; George Dusenbury, vice-president and editorial and promotion director; Robert G. Lewis, Joe W. Kizzia, M. H. Dick, M. J. Figa, R. C. Van Ness, vice-presidents.

Ops ponder counterdemands ..... p. 9

A meeting last week of leaders of the five operating brotherhoods brought forth a carefully worded statement that disclosed little of union plans. Indications were, though, that the brotherhoods would agree on drastic counterdemands to rail proposals.

Good TOFC service wins traffic p.13

Shippers are making greater and greater use of piggyback for traffic which, without it, would not move by rail. Replies to this month's Traffic Poll show how TOFC is paying off for railroads.

Cover Story — New sales look on the Katy p.20

"We're going to do all in our power to get business and to handle it with maximum efficiency," says M-K-T President Deramus. Frank J. Heiling, the road's sales and service vice president, is the man who is going to implement that promise. Here's what he has done—and what he plans.

Centralized checking cuts costs p.28

The system is a new, more efficient way to check LCL merchandise, and other shipments in freighthouses. It benefits shippers and railroads alike.

Easing Section 4 is proposed p.32

Examiner Charles W. Bennett has recommended to the Interstate Commerce Commission that rail proposals for relief from the long-and-short-haul and aggregate-of-intermediates provisions of the IC Act's Section 4 be adopted.

Piggyback keeps on growing p.40

The growth is so rapid that no one can tell where piggyback will be 10 years from now, says J. P. Newell, board chairman of Trailer Train Co. This high-spot round-up of TOFC developments in the past 12 months—and probabilities for the future—indicates why the general railroad view reflects optimism and enthusiasm.

Piggyback pays its own way p.55

There is definite agreement that TOFC transportation not only pays its own way but also produces in the process traffic which is new to railroads.

The packing cup with a pedigree

WABCO®

Check the numbers on a Wabco® packing cup or gasket. You'll find the date of manufacture, piece number and even the mold number embossed on each piece.

Wabco packing cups and gaskets give exceptionally long service year in and year out. Re-order the same molded-in piece number with the assurance you'll receive the same high quality product.

For maximum service life, standardize on genuine Wabco products—the renewal parts with the built-in pedigree.

Westinghouse Air Brake
COMPANY

AIR BRAKE DIVISION WILMERDING, PENNA.



Week at a Glance CONT.

Current Statistics

Operating revenues	
9 mos., 1959	$7,391,129,587
9 mos., 1958	7,013,191,462
Operating expenses	
9 mos., 1959	5,807,048,048
9 mos., 1958	5,613,195,989
Taxes	
9 mos., 1959	792,949,896
9 mos., 1958	685,984,463
Net railway operating income	
9 mos., 1959	548,669,818
9 mos., 1958	448,671,909
Net income estimated	
9 mos., 1959	393,000,000
9 mos., 1958	353,000,000
Average price railroad stocks	
Nov. 24, 1959	99.83
Nov. 25, 1958	100.00
Carloadings, revenue freight	
46 wks., '59	27,411,422
46 wks., '58	26,879,435
Freight cars on order	
Nov. 1, 1959	36,199
Nov. 1, 1958	23,670
Freight cars delivered	
10 mos., 1959	32,063
10 mos., 1958	36,255

●

Advertising Sales Department

Duane C. Salisbury—director of sales

New York 7, N. Y., 30 Church st., WOrth 4-3060
J. S. Vreeland—vice president;
F. T. Baker—district manager;
J. C. Lyddy; W. E. Glasby

Chicago 3, Ill., 79 W. Monroe st., RAndolph 6-0794
J. R. Thompson—vice president;
J. W. Crossett—district manager;
Hale Corey

Cleveland 15, Ohio, 1501 Euclid ave., MAin 1-4455
H. H. Melville—vice president;
H. M. Blunt—district manager

Philadelphia, Pa., Jericho Manor, Jenkintown, Pa., TUrner 7-4526
W. E. Glasby—district manager

Pittsburgh 19, Pa., Suite 203, Carlton House GRant 1-8186
C. J. Fisher—district manager

Atlanta 9, Ga., 22 Eighth st., N. E., TRinity 2-6720—J. S. Crane

Dallas 19, Tex., 3908 Lemmon ave., LAkeside 2322—Joseph Sanders

Los Angeles 17, Cal., 1336 Wilshire blvd., HUbbard 3-0390
Bayne A. Sparks—vice president

San Francisco 11, Cal., 244 California st., EXbrook 7-4990
D. S. Clark—district manager

London E.C.1, Eng., 8/9 Clerkenwell Green
Sibley-Field Publishing Co., Ltd.

Frankfort am Main (16), West Germany
Wittelsbacher Allee 60
Georg J. Linder,
Continental European Representative

Tokyo, Japan
Shogan Hoin, 14
2-Chome Marunouchi
George E. Olcott

Subscription to railroad employees only in U.S. possessions, Canada and Mexico, $4 one year, $6 two years, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year. In other countries, $15 a year. Single copies 60c except special issues. Address all subscriptions, changes of address, and correspondence concerning them to: Subscription Dept., Railway Age, Emmett St., Bristol, Conn.

Circulation Dept.: R. C. Van Ness, Director of Circulation, 30 Church St., New York 7, N. Y.
POSTMASTER—SEND FORM 3579 to EMMETT ST., BRISTOL, CONN.

Printed at the Wilson H. Lee Co., Orange, Conn.

Cover Story — Soo Line beats the snow drifts p.68

Its weapon is a long-range program to reshape cuts in snow territory by giving them side slopes of 5 to 1. The technique reduces train delays, lowers overall costs of snow-fighting.

RPI panel sees gains in '60 ..... p.84

A panel of railroad purchasing agents told the RPI's Industry Outlook Conference that 1960 promised to be "a somewhat better year"—barring a railroad strike or another shutdown in steel.

The Action Page — Mergers . . . Keep them rolling p.90

It is not true that all conceivable railroad mergers would be good. Nevertheless, many possible mergers would improve service or reduce expenses—or both. Such mergers should be encouraged.

Short and Significant

Remote control of an industrial switching locomotive . . .

for in-plant demonstration is planned by the Plymouth Locomotive works, a division of the Fate-Root-Heath Co. at Plymouth, Ohio. The remote-control equipment has been ordered from Union Switch and Signal Division of Westinghouse Air Brake Co. It will be offered as an optional feature to buyers of industrial switchers.

Serviceable-freight-car fleet . . .

of Class I railroads gained 2,131 cars in October. This increase resulted from stepped-up repair programs, since the month also brought a 1,524 car loss in total ownership. October retirements totaled 4,093 cars, while only 2,569 new cars were placed in service.

Below-freezing temperatures . . .

are hampering efforts to rush iron ore from mine to mill before the close of the Great Lakes navigation season. The bottleneck: time-consuming application of steam to free ore frozen in cars in transit between mines and Lake Superior docks. The forecast was for a continuation of the cold wave, with sub-zero temperatures — which could seriously alter lake shipping plans and place new emphasis on all-rail ore movements.

The Pennsylvania's dividend record . . .

continues unbroken. PRR directors have declared a payment of 25 cents a share, payable Dec. 28 to holders of record Nov. 30. The road has paid a dividend every year since 1848, thus giving it a dividend record longer than any other company whose stock is listed on the New York Stock Exchange.



Pacesetter

70-TON COVERED HOPPER

low initial cost . . . low operating cost

Standardize on the Greenville Pacesetter 70-ton covered hopper. It's a time-tested, field-proved, rough, tough car that costs less and cuts operating costs when in use. High speed, deep penetrating automatic welds give you added waterproofing qualities when handling cement, potash and similar dry cargo. This is one of four Pacesetter package units in service. Others are flats, gons and hoppers. Planning car purchases? Get the facts today. No set of bids is complete without the figures on the Greenville Pacesetters.

NEW CONSTRUCTION HEAVY AND LIGHT REPAIRS LEASING

GREENVILLE

STEEL CAR COMPANY

Subsidiary of Pittsburgh Forgings Company

GREENVILLE, PENNSYLVANIA

48 Years of Experience

Ops Ponder Counterdemands

► **The Story at a Glance: Chiefs of five operating brotherhoods met behind closed doors in Cleveland last week to begin plotting their counter strategy in the featherbedding fight. There were increasing indications that this strategy may take the form of drastic counterdemands aimed at what the union leaders call "Thornbed Rules."**

Further meetings will be held "to adopt policy and coordinate procedures," the chiefs said.

The railroads were still wondering last week how the operating brotherhoods will combat management's proposals for six major changes in working rules (RA, Nov. 2, p. 9). So, apparently, were the brotherhoods.

The operating union chiefs spent Tuesday huddling in the Cleveland office of H. E. Gilbert, President of the Brotherhood of Locomotive Firemen & Enginemen. Sitting in on the strategy session was Eli L. Oliver, labor economist and consultant retained by the brotherhoods.

The careful wording of the statement issued after the chiefs had met for five hours indicated that they had either failed to reach complete agreement on how to counter management's demands —or simply weren't ready to show their hand yet. However far the union's plans had been progressed, the statement said only that further meetings will be held "to adopt policy and coordinate procedures." But it gave no timetable.

Spokesmen for both the BLF&E and the Brotherhood of Locomotive Engineers denied published reports of dissension in the operating ranks. They noted concrete action coming out of the meeting in the form of the decision to plan "coordinated action, designed to assure operating employees of long overdue improvements in their working conditions."

These "improvements" presumably would cover what the unions have called "Thornbed Rules." As the brotherhoods put it in material prepared for the recent workers' rally in Chicago: "Road service employees, and some others, receive no premium pay for work on Saturdays, Sundays and holidays; no pay differential for night work; no pay for layover-time between runs; no pay for stand-by time when they must remain available subject to call; no pay whatever for expenses they must incur for food and lodging while held over in distant cities away from their home terminals."

The brotherhood chiefs charged in the statement emanating from last Tuesday's meeting that management has made a "bitter and unrealistic attack on the basic fundamental working agreements" in the industry. They said the carriers want "to deprive the employees who man the nation's trains of protection and rights they have built up through many years of collective bargaining," and added "Management's proposals would turn the clock back 50 years."

Signing the statement: BLF&E's Gilbert; Guy L. Brown of the Brotherhood of Locomotive Engineers; W. P. Kennedy, President of the Brotherhood of Railway Trainmen; J. A. Paddock, President of the Order of Railway Conductors and Brakemen; and Neil P. Speirs, President of the Switchmen's Union of North America.

While chiefs of the five operating brotherhoods were meeting, less than a week had elapsed after top railroad management's new call for labor's cooperation in settling "the grave problems confronting the industry without hardship to the public."

Chief executives of the AAR's member roads had noted at the AAR Annual Meeting that "a labor crisis appears to be approaching." They added: "Never was cooperation and mutual aid among the millions who depend on railroading more urgently needed. With such an atmosphere, there lies within reach a great future of expanded traffic, expanded employment and

(Continued on page 85)

Steel: Faster than Expected

Steel was flowing out of re-opened mills last week faster than had been expected. As a result, some railroad car builders were anticipating an earlier return to work than they had predicted when supplies of steel dried up during the strike. Here is how things stood last week, based on a spot check among suppliers and railroads:

American Car & Foundry, which had closed its Huntington and Berwick freight-car lines in mid-September, expects to be in production again late in December.

General American's East Chicago plant will start recalling workers next week. The plant at Sharon, Pa., is working at reduced capacity and will continue on that scale until additional steel is received.

Greenville Steel Car, closed since the first week of September, hopes to resume at least partial production by next week.

Norfolk & Western, which suspended its hopper car production for a while during the strike, resumed at the rate of eight a day about four weeks before the strike ended. N&W doesn't plan to increase this number unless traffic demands it.

The Pennsylvania resumed production on its new-freight-car building program this week by reopening its Altoona shops, which were closed Nov. 2. All of the 3,500 furloughed employees are being recalled.

Pullman-Standard's plants at Michigan City, Ind., and Bessemer, Ala., are working on remaining steel inventories. The plant at Butler, Pa., was shut down last week, will probably get back into production in January.

Auto Truckers Hit Piggybacking

Railroad piggyback rates on new automobiles are assailed by the National Automobile Transporters Association in a complaint which reflects the association's hope that the ICC will make the proposed investigation broad enough to include re-examination of basic piggybacking issues.

One count in the complaint is that the assailed tariffs "hold out a service which is, in fact, a service as a common motor carrier—notwithstanding the fact that defendant railroads do not hold a certificate authorizing such motor carrier operations."

That seems to raise again one of the issues decided in favor of the railroads more than five years ago in the New Haven case. There the Commission passed upon "basic and fundamental questions" and its findings included a determination that transportation of freight in trailers on railroad flat cars is transportation by railroad for which a motor-carrier certificate is not required (RA, Aug. 16, 1954, p. 7).

The complaint was received by the Commission Nov. 5, but it was not made public there until Nov. 24. It is docketed as No. 33266. Meanwhile, the Commission instituted investigations of other piggyback rates on new automobiles, including inquiries docketed as No. 33263 and I&S No. 7269. These, in turn, involve Frisco and Wabash rates on shipments from Illinois and Michigan to the south and southwest, and Kansas City Southern rates on shipments from Kansas City to Arkansas, Louisiana and Texas. The Commission has also reopened No. 7062, wherein its report of last June condemned proposed rates for shipments from New York and New Jersey ports to Central Territory.

The automobile transporters' complaint in No. 33266 assails the joint

(Continued on page 85)

Watching Washington *with Walter Taft*

• **NEW RATE-MAKING THEORY,** rejected by the ICC, is now before the U.S. Supreme Court. It proposes that rail rates on ex-barge traffic be the same as divisions received by railroads out of joint through rates over all-rail routes serving the same river ports.

THE CASE is another of those in which more and more ex-barge traffic has been getting the same outbound rail rates from river ports that apply on ex-rail traffic. Similar previous cases include Mechling, wherein the Supreme Court invalidated an ICC order which had approved higher rail rates on ex-barge grain than on ex-rail grain moving from Chicago to the East; and Dixie Carriers, wherein the high court overturned a Commission ruling that application of local rates to ex-barge sulphur moving out of East St. Louis, Ill., was not discriminatory.

WITH MISGIVINGS that its actions would have "deleterious" effects on the rate structure, the ICC has undertaken to comply with these court rulings. It has ordered that ex-barge traffic be accorded outbound rates on a parity with those accorded ex-rail traffic at several additional ports, particularly Tennessee River ports.

GENERALLY, the Commission has put the outbound rates on a parity basis in instances where rates over all-rail routes through the ports are proportionals. Under such set-up the outbound rail rate is known. There are no separate outbound rail rates other than the relatively high local rates in situations where through rates apply, and the Commission has rejected barge-line complaints as to those situations.

THESE ARE THE ICC DECISIONS which the barge lines got the lower courts to set aside. They had the support of the Department of Justice which failed to defend the Commission. It advised the lower court that "the United States . . . confesses error," and "joins with the plaintiffs (barge lines) in their prayer for relief." The Commission's appeal to the Supreme Court is docketed there as No. 528, ICC v. Arrow Transportation Co., et al. Appeals have also been filed by interested railroads and some shipper interests.

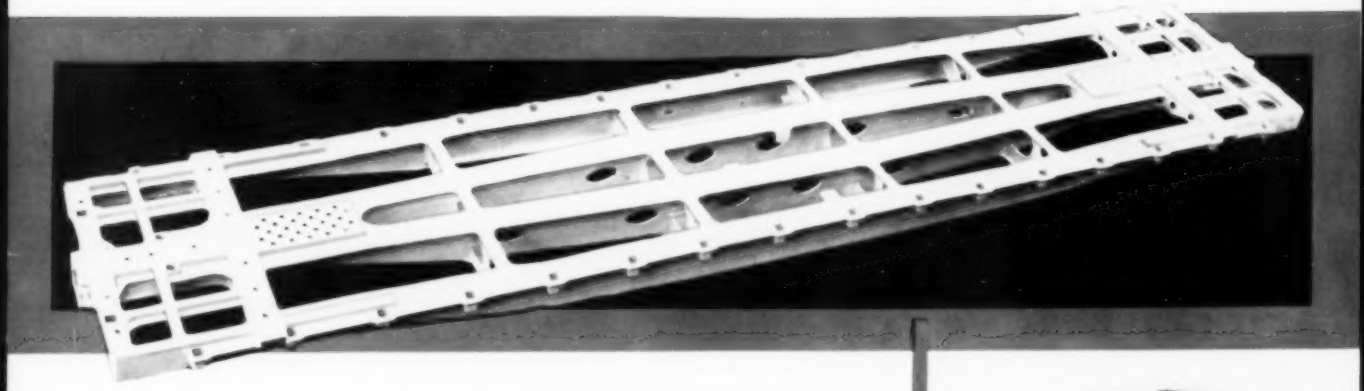
THE LOWER-COURT RULING, in effect, is that the outbound rail rate should never take away from a barge-rail shipper any part of the "saving" he realized by using the barge service inbound. The court also holds that this can be applied where joint through rail rates are involved by making divisions received by the outbound railroads the measure of what the outbound rate on ex-barge traffic should be.

RAILROAD APPELLANTS foresee that the effect of upholding this ruling would be to require railroads to establish joint barge-rail rates differentially lower than all-rail rates through all ports involved. The ICC has power to require railroads to enter such arrangements, and to fix divisions of joint rail-water rates if the carriers fail to agree.

THE COMMISSION'S STATEMENT to the Supreme Court points out that no such proposal has been made by the barge lines which "are seeking to reduce the aggregate through charge by reducing the rail charge to the basis of a division without having their own rate adjusted in accordance with the standards governing divisions." Those standards, the Commission says, do not hold a carrier guilty of discrimination if its divisions of joint rates are less than its own rates, even if the latter are proportionals.

...where railroad progress is cast in steel

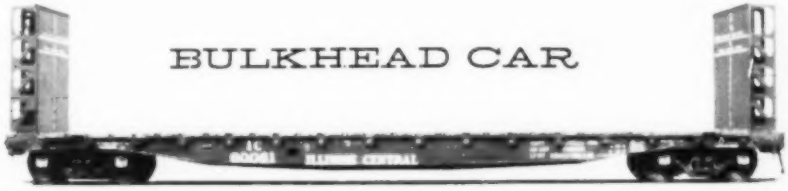
A General Steel Underframe gives you TWO CARS IN ONE

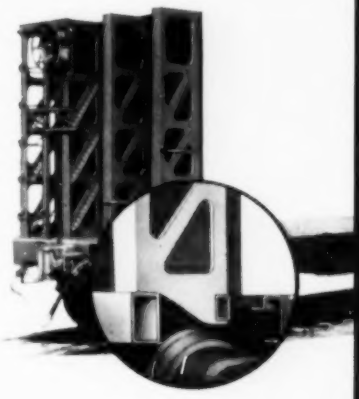


FLAT CAR



BULKHEAD CAR





General Steel End Posts are quickly and economically applied —interlock securely without space consuming braces.

Many progressive railroads are profiting from the "two-cars-in-one" advantage provided by one-piece underframes of General Steel design. Flat cars built with these maintenance-free underframes are easily converted to bulkhead cars by the application of cast steel upright ends.

All standard General Steel underframes for flat cars are designed to accept the interlocking end posts, and through the proper distribution of metal where it is needed for strength, they have the *extra strength* required when used with bulkhead ends.

Build with double-duty General Steel underframes. They're your best investment, by far.

GENERAL STEEL CASTINGS

GEARED TO PROGRESS
RPI MEMBER

GRANITE CITY, ILL. · BOOTHSTOWN, PA. · AVONMORE, PA.

THE BIG 4 FOR 1960

TRUSLOCK — The only new brake beam for hangered truck maintenance

Buffalo-UNIT — The largest selling Unit brake beam in the world

BRAKE X — The ultimate in total braking for the freight cars of tomorrow

S-C WEAR PLATE — The only Self-Centering wear plate for top Unit Truck performance

For your new freight cars or rebuilding programs in 1960...
"BUFFALO" has *EVERYTHING* for top braking performance.

BUFFALO BRAKE BEAM COMPANY

NEW YORK

November Traffic Poll

Good TOFC Service Wins Traffic

Shippers generally find piggyback freight superior to box car, comparable to truck. As a result, it's regaining traffic for the railroads.

Proposition

Continued growth of piggyback (trailer-on-flat car) transportation indicates that it has won a high degree of shipper acceptance. At the same time, its growth has created some problems, and raised some questions, in the minds of both shippers and railroad men. This month's Poll is directed specifically toward two of the more important of those questions.

Questions

(1) Compared with railroad service on regular carload freight, is piggyback service, generally:

	Locally	Interline
Superior?	53	42
Same or superior?	1	2
Same?	1	5
Same or inferior?	1	0
Inferior?	0	1

(2) Is piggyback accomplishing its purpose of regaining (or retaining) traffic for the railroads? Specifically, are you now shipping by piggyback freight which you formerly shipped by competitive modes of transportation?

Yes	53
Partially	1
No	5
Still under study	4

Railroad piggyback service, when it's provided locally by a single carrier, usually beats conventional box car freight by a wide margin. Interline, the margin of superiority is a little narrower—but still substantial.

In both cases, TOFC is generally comparable to truck service—not always as good on short hauls, but sometimes better on long hauls. In any event, shippers are making greater and greater use of piggyback for traffic which, without it, would not move by rail.

Those opinions—gleaned from replies to this month's Traffic Poll—fully confirm opinions expressed by railroad men as reported in other articles in this issue, namely, that:

- Piggyback provides better service than conventional freight; and
- Piggyback is regaining (or holding) for the railroads business they would not otherwise handle.

A convincing capsule answer on both points came from J. S. Wilson, general traffic manager, Sunshine Biscuits, Inc., Long Island City, N.Y. Piggyback service is "always" superior to regular carload freight, he says; and then backs up that evaluation with the following tabulation of his company's TOFC shipments for the first nine months of the years listed:

1956	316
1957	684
1958	802
1959	1,420
1960 (estimated)	2,000 plus

E. H. Tuttle, general traffic manager, Avon Products, Inc., Suffern, N. Y., finds piggyback "faster and more reliable than truckload or carload." D. M. Daly, director of traffic, Bristol-Myers Products Division, Hillside, N.J., says "it is vastly superior to box car service and generally competitive from a time-in-transit standpoint with truckload service."

Such favorable comments are by no means confined to the New York area. From Olympia, Wash., the Olympia Brewing Co. reports "service and damage experience excellent." Olympia's traffic manager, W. R. Hofer, says his company, with about 2,000 van loads per year, is "the largest consistent user of piggyback in the Northwest." "Many a gray hair has been saved by it," he adds, "during the snow and ice season." J. A. Sullivan, traffic manager, California Hardware Co., Los Angeles, finds that "pigs" expedite delivery, because they are unloaded and dispatched from team tracks and thus "short circuit" interline switching from line-haul to delivering carrier.

From mid-continent points, J. A. Foley, TM, American Furniture Co., Denver, says much the same thing: "Trailers are delivered faster than cars are switched." Piggyback, he adds, is "especially good for firms that do not have a private siding." L. H. Martin, general traffic manager, Gould National Batteries, Inc., St. Paul, finds "there are movements where piggyback equals or betters motor carrier service, especially on long hauls." On short-line movements, he says, "it is usually one day longer," but, "generally speaking, the service is satisfactory."

How this "satisfactory"—or superior—service is paying off for railroads is the subject of a number of replies beside Mr. Wilson's.

"Traffic shipped by piggyback has been freight which would have been shipped by competitive modes had piggyback service not been available," says R. J. Tyler, of Louisville, general traffic manager of Tube Turns Division of Chemetron Corp. D. E. Ivins, traffic manager, Century Electric Co., St. Louis, says: "We have several movements now by piggyback that definitely were not carload routings before piggyback service was available." "It is," he adds, "the greatest advance railroads have made since through billing was accomplished." Another St. Louis respondent, H. F. Klocker, GTM, Monsanto Chemical Co., says Plan III in particular has returned to railroads serving the New York and Boston areas "considerable traffic which formerly moved by motor carrier."

A Chicago traffic man, who asks not to be quoted by name, reports that his company's "TOFC movements are almost entirely those which otherwise would move over the highway. Even those rare occasions which see carload freight diverted are because that freight would have been lost otherwise to highway service."

G. O. Wilson, GTM for Gamble-Skogmo, Inc., Minneapolis, says much the same thing. That firm's use of piggyback has been influenced by "greater

(*Continued on page 16*)



this is today's Norfolk

The first merger of two major, independently operated railroads in modern times is a reality. The historic merger of the Virginian Railway into the Norfolk and Western Railway has been approved by the Interstate Commerce Commission.

The bigger, stronger and more efficient Norfolk and Western has two principal objectives. First, the railroad will provide faster and continuously improved service to industry and business along its lines and throughout the nation. Second, it will make available to industry a number of choice new plant sites. The territory of these sites will offer industry an abundance of low-cost power, ample industrial water, huge supplies of superior, all-purpose Bituminous coal, high quality limestone and a great variety of other raw materials; nearness to the big consuming markets of the Southeast, Middle West and North, and overseas markets through the modern ice-free Port of Norfolk on famed Hampton Roads, plus stable, home-rooted manpower, reasonable taxes and communities that are friendly to industry. With an enlarged and strengthened industrial development department, the railroad will go all out to attract new industries to the expanded territory of the six progressive states it serves.

The merger of the two railroads makes the Norfolk and Western one of the financially strongest and most efficiently operated trunk lines in the United States, with excellent connections to the four points of the compass. This strategically located rail system has 2,747 miles of road, 5,870

Norfolk

Two Great Railroads to Become One



and Western . . . On the Go!

miles of track . . . nearly a billion dollars in assets . . . 81,000 freight cars — more freight cars per mile of line than any other railroad in the United States 250 miles or more in length . . . the nation's newest and most modern fleet of diesel locomotives . . . up-to-date signalling and communications systems . . . huge Tidewater terminals and many other top-notch facilities.

Physical consummation of the two railroads with extensive improvements will get underway as soon as possible. The Norfolk and Western looks forward eagerly to taking full advantage of the bright opportunities in the dynamic years ahead.

Statement by Stuart T. Saunders, N&W President:

"The Interstate Commerce Commission's approval of the merger is a landmark decision which signals a new day in the progress and development of greater efficiency and better service by the combined railroads. It reflects a farsighted viewpoint on the part of the Commission and a sympathetic interest in solving one of the major problems which confront the railroad industry today — the elimination of duplicating and unneeded transportation facilities and services. The Norfolk and Western expresses sincere appreciation to those progressive industries and individuals, civic groups and other organizations whose wholehearted endorsement helped to make this historic merger possible. It is an invigorating challenge, and opens a new era for the new system. The bigger, stronger and more efficient Norfolk and Western is on the go. The railroad has the facilities, the know-how, the determination and vigor to meet the challenge — to do the job."

and Western Railway

GOOD TOFC SERVICE WINS TRAFFIC (*Continued from page 13*)

flexibility and faster terminal service, plus some rate advantages," compared with box car freight. Mr. Wilson is one of the few men who says his piggyback routings are, "with some exceptions," on traffic formerly shipped in box cars. But, he adds, "this traffic is retained by the railroads instead of being diverted to common, contract or private carriage."

A substantial number of Poll replies discussed special forms of piggyback, made suggestions for its improvement, or ventured predictions as to its future development.

Automobile piggybacking, which has spread like a prairie fire since it was inaugurated on the Pacific Coast last summer, came in for high praise from its justifiably proud promoter, G. D. Cron, traffic manager of General Motors' Chevrolet Oakland Division. For automobiles, "it has proved superior to any other type of transportation," he writes. "Out of 5,000 units which we have moved from Oakland to Portland, Los Angeles, Seattle and Spokane, we have not had any transportation claims except one covering broken glass due to someone throwing a rock through a window. It is our aim to go 100% to piggybacking of automobiles."

F. C. Tighe, senior traffic manager, Union Carbide Corp., New York, wants "more of Plans III, IV and V." Mr. Daly, quoted above, says: "We are, and have for a long time, been moving freight over Plan II and Plan III arrangements which formerly moved in competitive service. With the present growth of Plan III and Plan IV, and the anticipated further growth, we plan wherever possible to increase said diversions." With that background, he adds that, if piggyback is not "retaining or regaining traffic for railroads," then "the fault lies with industry generally and the traffic profession particularly."

Most suggestions for further development of piggybacking were directed toward rates, especially on Plan II. D. F. Hensley, traffic manager, Tung-Sol Electric, Inc., Newark, N. J., suggests, for example, "an aggressive rate policy for Plan II, where the railroads will be willing to establish Plan II rates under the level of competition when justified from a cost viewpoint." TOFC service, he says, "is very superior" to regular carload service, and "slightly better on certain movements" than over-the-road truck. But rates under Plan II are (with a few exceptions) "copied from competitors' tariffs." "Since truckers first established the service and the rate," he asks, "why should we divert traffic to a mode that only recently offers us what we have been receiving for years?"

G. V. Foley, traffic manager, Electric Steel Foundry Co., Portland, Ore., and H. J. Peters, general traffic manager, Carling Brewing Co., Cleveland, say much the same thing. So does G. J. Pinkerton, GTM, Hills Bros. Coffee, Inc., San Francisco: "Equal rates with trucks will not be sufficient," since piggyback service "is not completely competitive with truck." "A review of pricing policies is necessary."

How About Transit Rates?

Piggyback, Mr. Pinkerton suggests, "might find some help from transit arrangements—rail in, piggyback out."

In more general terms, T. C. Hope, general traffic manager, Montgomery Ward & Co., Chicago, thinks "piggyback will not show its full potential until railroads apply the economies of piggyback to piggyback rates, as the Transportation Act of 1958 permits." O. A. De Croce, GTM for Armstrong Cork Co., Lancaster, Pa., shares Mr. Hope's opinion. "If railroads," Mr. DeCroce writes, "are to profit fully from the modern concept of piggyback, they must be willing to share resulting economies with the public." The service, he also says, "offers unusual if not unlimited opportunities. Present operations are merely scratching the surface."

W. D. Wagstaffe, staff assistant to traffic manager, California Packing Corp., San Francisco, covers service as well as rates in the following statement: "Piggyback is especially desirable when compared with carload freight because it receives expedited handling. Piggyback vs. truck must generally be settled on a rate basis. However, railroad piggyback personnel have displayed a keen appreciation of the importance of other service factors in winning shipper confidence. In this way, they could cut into truck competition even though the rate itself may be identical."

W. S. Franklin, general traffic manager, Brown-Forman Distillers Corp., Louisville, suggests that the "same concentrated effort" that's being put into piggyback "would be a boost to carload freight." N. C. Zollar, GTM of Cleveland's Lincoln Electric Co., thinks piggyback, "to really be progressive, needs to be put on passenger train speed schedules."

Still other replies make it perfectly clear that piggyback can be an increasingly valuable competitive tool for railroads. "We will continue to change over if service keeps up," says R. M. Stadick, general traffic manager, Electric Storage Battery Co., Cleveland. Traffic will increase if present service is maintained permanently," agrees K. J. Walz, manager of motor transportation, International Minerals & Chemical Corp., Skokie, Ill.

E. A. Eddings, traffic manager, Strathmore Paper Co., West Springfield, Mass., though he hasn't used piggyback "to any great extent" as yet, "will probably give it a try in the near future." "It's a step in the right direction," he thinks—as do many other respondents. One of the latter is R. E. Vantine, traffic manager of Bloomingdale Bros., New York, who believes the service "will continue to grow and be of great help to the railroads," but expects its "growth to be restricted to certain types of shippers."

Mr. Eddings, however, sees some danger that railroads may "concentrate on piggyback to the possible neglect of regular carload movements." And T. R. Atchison, director of transportation, Ralston Purina Co., St. Louis, warns that "this or any other innovation in transport should bear its fair share of the freight cost load. We are sometimes fearful that new plans developed in the light of today's competitive situation may well become out of line with the basic scales which have been with us so long."

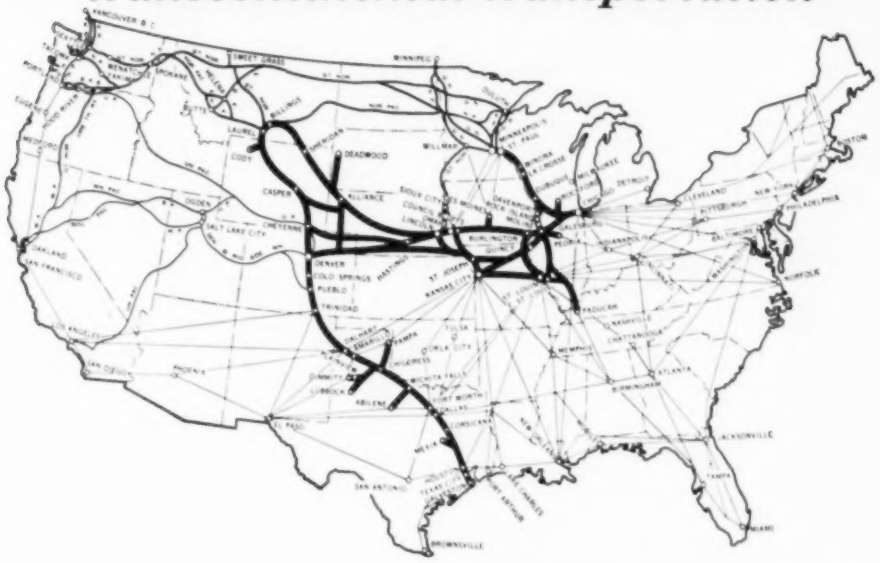


NYC 'Makes Tracks'

"Almost like putting together an electric-train set" is the New York Central's comment on its use of "panel track," which the road says is an efficient way to lay tracks in a hurry. Here a 39-ft section is being lowered into place at NYC's Avon Yard, where it will be bolted together, the crossties evenly spaced, and ballasted. The sections come from locations where CTC has reduced the need for multi-track lines.

BURLINGTON

...an essential link in transcontinental transportation



Strategically located, spanning the great Middle West, the Burlington Lines perform two major transportation functions:

Carrying raw materials and finished products to and from the 14 states they serve...and

Providing fast, dependable service between major gateways East and West, and many interchange points along the way

The Burlington Lines look forward to expanding opportunities of service as *an essential link in transcontinental transportation.*

Burlington Route



BURLINGTON LINES

Chicago, Burlington & Quincy Railroad
Colorado and Southern Railway
Fort Worth and Denver Railway

Sinclair

A Great Name in Locomotive Diesel Engine Oil

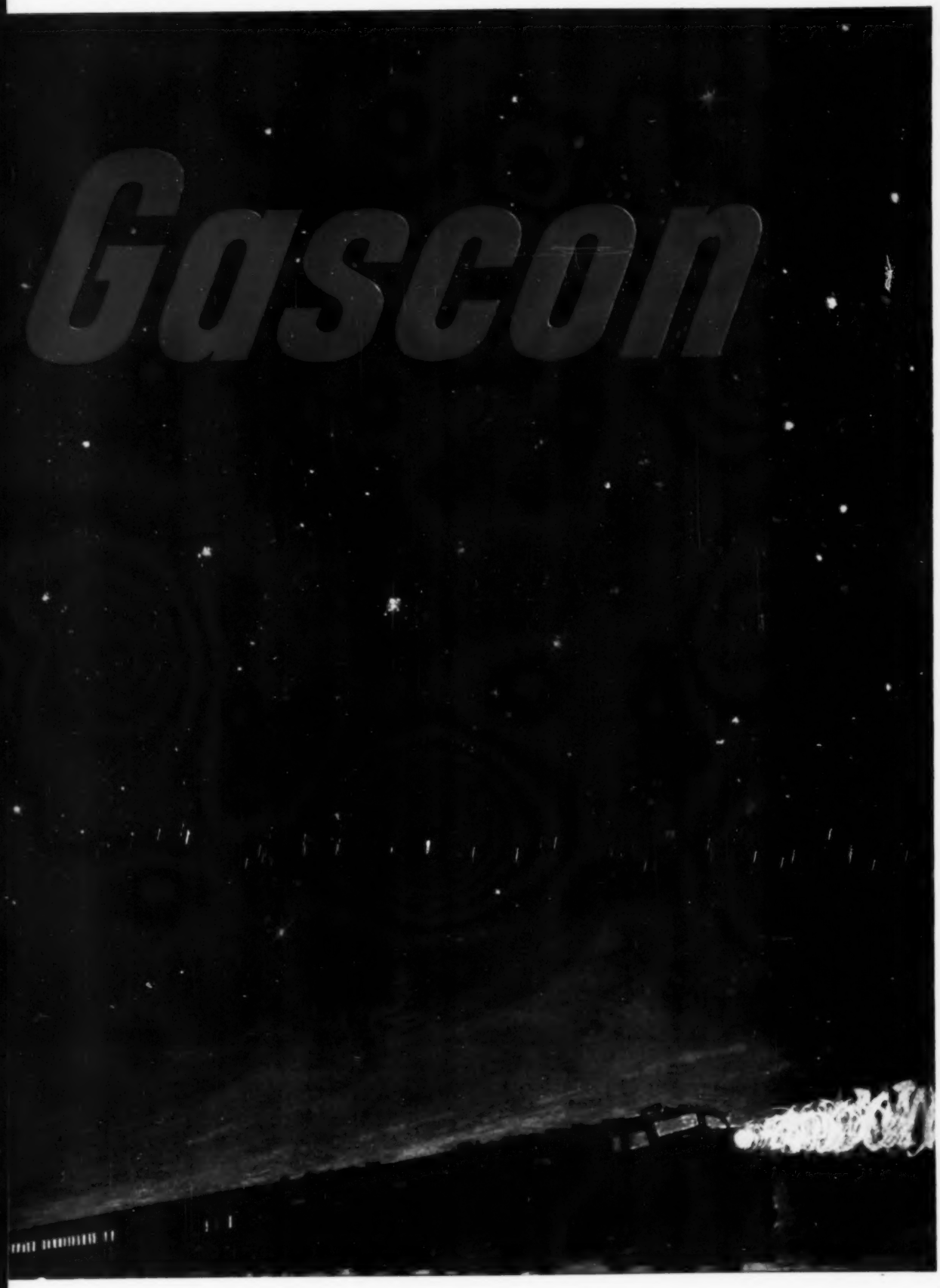
Today, more than 100 U.S. Railroads prefer Sinclair GASCON® Oils. Only a tried, tested and outstanding oil could make and keep a record such as this.

For additional information, get in touch with Sinclair Refining Company, Railway Sales, 600 Fifth Avenue, New York 20, New York • Chicago • St. Louis • Houston.

Sinclair
RAILROAD LUBRICANTS

Sinclair




Gascon

Katy Gets a New Sales Look

By GUS WELTY
Western Editor

Katy President William N. Deramus, III, said it: "We have gone through a terrific period, but we're at the point now where we can go after business and put the Katy on the map. We're going to do all in our power to get business and to handle it with maximum efficiency."

Katy VP—Sales and Service Frank J. Heiling is the man who's going to implement that promise—by making the Katy's sales force a well-informed, well-trained, enthusiastic team that can sell itself, sell M-K-T service and, most of all, sell the railroad.

Frank Heiling took over Katy's sales-service department Sept. 1. Here's what's happened in just a few weeks:

- Sales and Service has started a monthly newsletter beamed to all S&S personnel. It grew from a standout impression Mr. Heiling got in meetings with the sales force all over the railroad: "There is a lack of knowledge of what's going on on the railroad . . . too little understanding of management's policies . . . not enough appreciation of the important part you are playing in this exacting, but exciting job."
- Katy established a Service and Customer Relations Department at Denison, Tex., to coordinate, internally and externally, the job of providing better service to shippers.
- The rate department has been strengthened through addition of two assistant general freight agents with sales backgrounds. In Frank Heiling's view, the rate department "is not an adjunct to our sales effort—it's one of the primary functions of sales. We're making our rate department a front-line organization in sales, rather than something that's in the background. We're bringing in the type of men who have had both rate experience and selling experience."
- Flexibility has been built into the S&S structure. If Chicago sales needs help on a rate matter, for example, Katy will have a rate man there in a matter of hours. If traffic-potential studies show agencies understaffed or overstaffed, Katy will realine the sales force (Dallas, Houston, St. Louis, Kansas City are the strongest on-line offices; Chicago, New York, Pittsburgh head the off-line list from a standpoint of traffic originated or controlled).

Mr. Heiling's comment: "We're going to have to know where the business is—then strengthen the agencies where business is available and lessen our emphasis where it is not. It's just like any other organization, whether you're selling bricks or railroad transportation. There will never be such a thing as a sales force where we say 'This is it, it's pat, this is the way it's going to be.' It's going to be a constantly changing thing, as those changes benefit Katy traffic. And we're ready to make any moves that are necessary at any time to gain that objective."

- S&S has established attainable goals for its salesmen: One new car per day per salesman, which (realized in full) would be a big step toward S&S success. There's a three-pronged emphasis: On increasing existing traffic, on regaining traffic lost to other carriers, on building new traffic from shippers who never used Katy. Regional and national economic conditions will affect short-range results, but "despite those conditions we expect improvement in the next 30 to 60 days."
- Paperwork has just about been eliminated from the salesman's routine. "New contacts are the main reporting we're having them do," Mr. Heiling notes. "We've eliminated practically all the reports that have been taking their time—their selling time—for routine office work. The idea of sending in information that nobody ever has an opportunity to read or analyze or use is out the window so far as our sales force is concerned. Their time is to be spent

Katy's Formula for Getting Results:



"What we've done is to place the responsibility for getting results with the head of the agency," says Mr. Heiling. "Through his own devices and his personal initiative, it's his business to get the business for the Katy in his territory.

"He calls on headquarters when he's confronted with a problem that he or his staff can't handle. He doesn't have to come to us with every little problem and have a decision made for him in everything he does. He's at liberty, as agency head, to contact anybody on the railroad. If, in his judgment, he needs an answer that can be obtained some place else he doesn't have to go through the headquarters organization—he can go direct, keeping headquarters informed.

"If he's given full responsibility, an agency head isn't apt to seek guidance just to show he's on the job. He knows that headquarters isn't interested in how much effort it took to get a car. Did he get it or didn't he? And if not, why not?

"This concept makes it possible for us to eliminate one whole layer of supervision. We figure that the agency head is fully capable of developing the maximum business in his territory. That leaves his former 'supervisor' free to go out and get business in areas where we don't have agency offices. These men can become territorial supersalesmen—not simply overseers who follow in the tracks of the men who are already in the territory doing the day-to-day job."



"The only thing we're looking for is results . . . We want every haul that's available to us."

in personal contact with people who have freight."

● Katy salesmen are getting a weekly home-study sales motivation program from an outside organization that furnishes sales ideas which have nothing specifically to do with railroad selling.

"I'm trying to apply to the railroad's sales training the same principles that apply to the sales organization of any other progressive business in the country," Mr. Heiling comments. "I don't hold that there's anything unique about the railroad business that prevents application of outside sales methods. Nor do I think there's anything sacred in the traditional sales methods we have on the railroads.

Will Benefit Shipper, Too

"We're bearing down on seeing to it that our salesmen are informed not only about the railroad but also about our customers' needs and problems, about competitive service, about any other phase of the business where more knowledge will help do a better job."

So Frank Heiling is starting Katy's traffic revolution with a general shakedown and a promise that nothing will stand in the way of ideas. His program aims at benefiting both the railroad and its men—and the shipper as well.

What's in the program for the individual salesman?

"If the salesman shows his worth and produces what he's capable of producing, that man—irrespective of seniority or anything else—is the man who's going to get the next promotion. In addition to that, where you have a man who is extremely productive, there's always justification for compensation in proportion—in other words, there will be no absolute standards of compensation."

This, the Katy VP agrees, is going to take a particular type of man—"To this extent: He must have confidence in himself and in the railroad he's working for—and he's not working for the whole railroad industry, but for a particular railroad. My men are working for the Katy Railroad. He has to have an undiminished confidence in the future of his company and its ability to grow—and in the railroad's ability to recapture its fair share of the transportation market.

"If men have faith and confidence in all the categories we're talking about—and can do their job with the vision and faith that they can do it—there's no end to what the railroad can recapture. And it's with people and ideas that they'll do it. The final case rests with men and their ability."

Frank Heiling makes it plain that the new Katy will make a fetish of not having fetishes.

"We are not going to be bound by tradition," he emphasizes. "Figuratively speaking, if an old building stands in the way of what ought to be a fine new structure, we're going to tear the old building down and put a new one up. I'm not going to be sentimental about the archaic thing that's disappearing and the new and modern thing that's taking its place.

"It's not just ideas I'm talking about—it's a movement. I'm not talking in terms of all these little things we've talked about for a hundred years, of what's wrong here and what's wrong there. There must be a basic motivating force to drive the railroad ahead and the only way we'll get it is through people doing a creative job.

"More sales ideas that could have been good have been thrown in the wastebasket because nobody would listen to them. And, therefore, we took secondary ideas and put them into practice where first-rate ideas were thrown away. We're not going to throw away any ideas. If this breaks with tradition, let it break with tradition. If it's considered unorthodox, let it be considered unorthodox.

"The only thing we're looking for is results. And if one thing doesn't bring results, we'll try something else. If that doesn't work, we'll try again—and we'll never quit trying to find a new and better way of getting traffic for the Katy Railroad. We're out to get every haul that's available to us."

As Mr. Heiling sees it, Katy's physical recovery matches its new mental attitude: "We've made such substantial improvements on equipment maintenance that to compare it with a year ago would be no comparison at all. We're over the hump on the power situation . . . We don't have to sacrifice business today because of a lack of power or severe shortage of equipment."

The figures bear out Mr. Heiling's point. In the past 30 months, Katy has shopped and rebuilt 140 diesel units, out of a total ownership of 217 units. Six new locomotives were purchased. The road's freight car acquisition and rebuilding program has boosted the car fleet by about 1,500 units. Moreover, Katy has been quietly improving its operation efficiency—four yards are being modernized; complete two-way radio communication system is within reach; a system-wide Teletype network is being built up; a new freight house is in service at Baden yard, St. Louis, and an adjoining office building

CONTINUED ON PAGE 24 ►


DUAL FILTER
Tareyton
DUAL FILTER
Tareyton



When it's valuable lading like DUAL FILTER *Tareyton*, the Norfolk Southern provides cars with N-S-F®

There's a tremendous investment in a carload of Dual Filter Tareyton cigarettes. And it takes a tremendous amount of shipping care to protect that investment. For even the slightest transit damage will render a package of cigarettes useless for vending machines—unsalable over the counter.

Ever alert, the Norfolk Southern has solved this damage problem for The American Tobacco Company by providing cars equipped with N-S-F® Nailable Steel Flooring.

With N-S-F, there are no rough, uneven surfaces to rip shipping cartons, damage contents. When blocking is required, patented N-S-F nailing grooves hold the lading in place with a vice-like grip, give it a snug and secure ride to its destination. Moreover, N-S-F—unlike other floors—never absorbs or gives off odors. Nothing lingers from previous shipments to seep in and ruin a delicately blended flavor.

For progressive railroads like the Norfolk Southern, N-S-F reduces damage claims, provides a floor that requires little or no maintenance (and often outlasts the car), while it increases the number of Class A cars in service.

For progressive shippers like American Tobacco, N-S-F means lower shipping costs through faster loading, fewer time-consuming damage claims to file, less merchandise to re-ship.

Now you can see why Norfolk Southern has recently added 613 N-S-F cars to its rolling stock. In all, 70 leading railroads have more than 70,000 N-S-F cars in service. And this figure is growing all the time.

◀ Finished, bulk or rough—lading has a far better chance of arriving damage-free when shipped in a boxcar equipped with N-S-F.

NAILABLE STEEL FLOORING

Originated and sold by—

STRAN-STEEL CORPORATION

Dept. K-16 • Detroit 29, Michigan • Division of

NATIONAL STEEL CORPORATION

Full information and cost studies on the use of N-S-F in freight cars is readily available from Stran-Steel representatives in Chicago, New York, Philadelphia, St. Louis, Cleveland, San Francisco, Minneapolis and Atlanta. In Canada, N-S-F is made and sold by International Equipment Co., Ltd., Montreal.

KATY GETS A NEW SALES LOOK (*Continued from page 21*)

will house Katy's general offices after Jan. 1, 1960.

This is the sort of progress that the S&S newsletter is intended to report to Katy salesmen—so they, in turn, can pass along the word to shippers.

By and large, Katy improvements have been made with little fanfare. The road's shakedown, which followed Mr. Deramus' arrival on the scene, developed a bad press in certain areas—due in many cases to injured local pride. But much of the animosity has abated—and Katy believes it's now time to demonstrate the results of its recent major surgery.

Shippers, Mr. Heiling comments, "take this approach: 'Sure, there are a lot of things the Katy had to do three years ago. Now how has the experiment proved out?' We're trying to carry our story out orally to these shippers through the individual salesman—and we're being factual. If it's good, we tell them, if it's bad we tell them that, too. We're doing no window-dressing for our people . . . What we don't want to do is to create the impression that the Katy is farther ahead than it actually is.

"We cannot solve the difficulties of the Katy Railroad with words. And if there is any reluctance on our part to blow up these things we've done, it's because we're still so far short of what we want to be that we just haven't done enough yet to be congratulated about.

"Mr. Deramus himself has said that we've spent a lot of money and that we're going to have to spend a lot more yet. We're going to have heavy expenses for some time to come . . . because we're certainly not at the point where we can say we're letting up on the maintenance and improvement job we've got."

Over the past few years, Katy has been a railroad following a definite plan of rejuvenation. Frank Heiling's comments on what lies ahead for sales and service indicate an equally well-defined plan:

- *On coordination* with other modes of transport: "If it benefits the Katy, I'm for it. Our piggyback operation looks very hopeful—and it's being developed rapidly. We have ramp and trailer yard facilities strategically located to provide service to almost every point on the railroad for both common carrier truck line trailers and our own equipment. We're now handling almost all LCL in trailers moving in joint piggyback and highway service—and this traffic alone has almost doubled within the past year."
- *On staff morale:* "It can be improved. We're concentrating most right now on building the morale of our organization to the highest peak possible . . . the first thing is to convince them of their importance to the Katy—convince them of one fact: Their's is the main organization on this railroad that can get business for the Katy directly. And that makes every person in it extremely important to the Katy Railroad."
- *Import-export traffic:* "We have direct access to the ports of Houston, Galveston and Texas City. And we're going after all the import business—and export business—that the Katy can get. This new piggyback service on import cars from Port Houston [RA, Sept. 7, p. 9] is just a bare indication of our plans for capturing much of the import traffic."
- *The pitfalls of salesmanship:* "One of the greatest hazards confronting a railroad salesman is the deadening effect of habit—getting into a rut, following the same old routine day in and day out . . . A little sparkle, some pep, a fresh approach will quickly lift us head and shoulders above the usual run of railroad salesmen."
- *On improving service:* "We've improved considerably, particularly our northbound schedule. Generally, service is not as good as we want it, but we're improving schedules all along—and we're very far ahead, compared to last year, in our ability to give dependable service. Our emphasis is not on hot-shot schedules—it's on dependability."

(Evidence of improvement: Houston-St. Louis service, over the past several weeks, has consistently arrived ahead of schedule by as much as 10 to 18 hours.)

Time and again in discussing his program, Mr. Heiling returns to his theme of the need for change, for flexibility, for sales thinking oriented to results.

"The result of what we do can't be determined until we've done it," he says. "It may be that in the overall concept of revitalizing our sales department we'll have to back up on some of the things we do. But we're going to keep trying because I believe this as honestly as anything I could say: I'm certainly not going to propose to speak for any other railroad, but the day is not coming, it's at hand, when the railroad salesman is going to have to be the top salesman of any in American industry. That's how important it is—our men are going to have to be more than the equivalent of the top salesmen of major industries in the country."

Frank Heiling's job is to make Katy's sales force measure up to that objective.

'Are You Part of the Team . . ?'

Originally, Frank Heiling trained to be a minister, not a railroad vice president. But, at age 45, he's Sales and Service VP of the Katy—a job which will probably require as much personal drive and as many long hours as would the ministry.

A disaster brought him to railroading—literally. After service in military intelligence in World War II, Mr. Heiling joined the Texas City Terminal Railway as special investigator of the explosion and fire that virtually destroyed the port area and the railway in 1947. He was promoted to assistant to the president and general manager in recognition of his handling of the assignment and, on June 1, 1954, he was named president and general manager of the road.

Mr. Heiling joined Katy in mid-1956 to take charge of the line's industrial development department (and last year Katy posted one of its finest records in new ID activity).

He's been S&S vice president since Sept. 1, 1959—and the effects are already noticeable. He's working to build a sales staff that blends extroversion (they've got to get out and sell) with introspection (Katy's first S&S newsletter ends with this note: "Ask yourself—are you a part of the team or a part of the problem?").

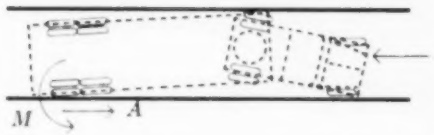


AUTOMATIC ALIGNMENT FOR PIGGYBACKING

Loading and unloading General American's new G-85 Piggy-Back car is a time-saving, one-man job. The driver needs no assistance, he operates the tie-down hitch from the cab. What's more, the G-85 gives you more exclusive money-saving features than any other piggyback car:

- Fastest to load and unload!
- 10,000 pounds lighter than any other car for greater payload!
- Takes all trailers without modification—no dollies needed!
- Mix or match up to 85 feet of trailers, auto carriers, vans, tanks, containers!
- Needs no expensive loading or unloading equipment!
- Fully compatible with other piggyback cars!
- Only 3 feet from deck to rails for best clearance!
- Best protection against shock—absorber permits full 22 inch travel!

Call or write the General American office nearest you. In piggybacking, you'll find, *it pays to plan with General American!*



Backing a trailer onto a car with outer rails: *Tire contact with the rail "A" creates a moment "M" which increases misalignment. Tires scuff, rear wheels jam and the driver must pull ahead to realign.*



Backing a trailer onto a car with center guides: *Tire contact with the center guide "a" creates a moment "m" which automatically realigns the trailer. The momentary contact between tire and guide is much more gentle, as moment "m" is only one-half of "M".*

Piggy-Back Division

GENERAL AMERICAN TRANSPORTATION CORPORATION

135 South LaSalle Street • Chicago 3, Illinois

Piggy-Back GENERAL AMERICAN TRADE MARK

Offices in principal cities



Practically all equipment—new or reconditioned—going into Piggy-Back service rides on American Steel Foundries Ride-Control® Trucks.

Designed and developed through research by.....



ASF

American Steel Foundries

Prudential Plaza, Chicago 1, Illinois

Canadian Manufacturer and Licensee: International Equipment Co., Ltd., Montreal 1, Quebec
Other Foreign Sales: American Steel Foundries, International, S. A., Chicago

GEARED TO PROGRESS
RPI MEMBER

Central Checking Cuts Costs

► **The Story At a Glance: Shippers and railroads benefit when centralized checking with an integrated communications system is installed in a freighthouse. For the shipper—freight moves through the house in as little as one-third of the former time. For the railroad—centralized checking can pay for itself in five months.**

Merchandise moves through Frisco's St. Louis freighthouse in four to eight hours. This compares with the 8, 16 or 24 hours required before centralized checking was placed in service.

At the Missouri Pacific's Miller street house in St. Louis, 35 men now do the unloading, checking and loading of merchandise and other lcl freight formerly done by 78 men.

At its Macon, Ga., freighthouse, the Central of Georgia installed centralized checking at a cost of $5,290. Annual savings run to $18,602. This installation paid for itself in 3.5 months.

These are typical examples of the better service to shippers, at less cost to the railroads, accomplished by centralized checking. Shippers also may benefit if their freight is handled by a forwarder. Several railroads, among them the Wabash and the Burlington, have made centralized checking installations in freighthouses used almost exclusively by freight forwarders.

This is an area that railroads might well penetrate more deeply. According to figures supplied to Railway Age, 71 freighthouses have been equipped with centralized checking systems since 1947 (see chart). Estimating conservatively, there are 1,500 freighthouses in the country where expenditures for such systems could be justified. The advent, about 1952, of portable talk-back loudspeakers gave railroads new incentives for the systems. Previously, telephone handsets had been used on the platforms and in freight cars.

Telephone handsets provide better

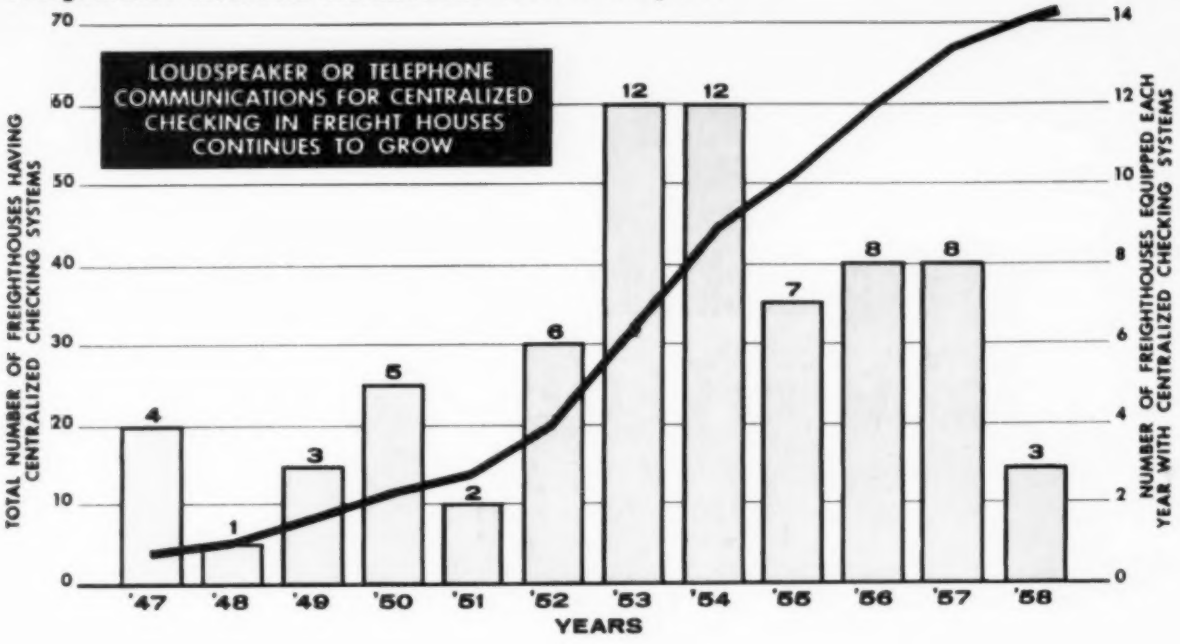


▲ **CHECKERS IN OFFICE** can handle waybills of three to five freight cars at one time. Circuits from their consoles go to outlets on the platforms enabling them to talk directly with handlers working in freight cars or highway truck trailers.



► **LOUDSPEAKER IN TRUCK** or freight car picks up man's voice as he calls out consignee names and addresses. He has his hands free to turn up packages, whereas he would have to hold a telephone handset. But the telephone does not pick up surrounding noise.

Freighthouse Intercom Installations Show Steady Rise



communication in noisy areas (on platforms), because they do not pick up ambient sound, as do loudspeakers. On the other hand, loudspeakers enable a man to have his hands free when working in a car. While most railroads install either telephones or loudspeakers for use in cars, the Northern Pacific installed at four freighthouses systems which enable a man to use either type of equipment. It's a matter of engineering and equipment, but this road finds it worth the extra expense to provide the desired flexibility in freight handling.

How the P&LE Uses Radio

Taking advantage of radio's flexibility, the Pittsburgh & Lake Erie gave its Pittsburgh freighthouse platform foreman a Dick Tracy portable radio transmitter. Because the radio is tied in with a paging speaker system, the foreman can page from anywhere inside the house, including inside a freight car. No longer does he have to walk to a talk-back speaker. The freight agent and assistant foreman also carry Dick Tracys. The radio-paging system has the further advantage that these men can carry on two-way conversations regardless of where they are in the house.

Definite cash savings were made on the radio installation vs. the talk-back paging system. The battery life of the portable radio transmitters averages three weeks, based on a 40-hour work week.

What Is Centralized Checking?

A new, more efficient way to check lcl, merchandise, and other shipments in freighthouses has been developed — centralized checking systems. Here is how the OLD and NEW ways compare:

Under the old system, **one checker was required for each freight car (or truck trailer) being unloaded. He took the waybills for that car with him on a clipboard, and went to the car with a freight handler (picker). He waited while the picker turned several packages face up and read the names and addresses of consignees. The checker then checked these packages on the waybill, and told the picker what spot numbers to mark on the packages. The packages were then put on a platform truck and hauled to the proper spot. In this long process, the picker spent most of the time handling freight, while the checker was idle except for the relatively short time needed to check waybills and read off spot numbers.**

Under the new system, **all checkers are in an office. Fluorescent lighting, soundproofed walls and ceiling and air conditioning increase the working efficiency. The checkers, equipped to handle their paper work, are connected with their pickers by telephone or loudspeaker communications. Each checker has a small console connected with each loading or unloading spot on the platforms by telephone or loudspeaker lines with outlet jacks.**

With this system, the picker plugs his loudspeaker or telephone into the outlet. He announces his name and the spot number where he is working. His voice comes into the checker's office on a loudspeaker. The checker, having the proper waybills for that spot, flips a switch on his console and is directly connected to the picker on the platform. They then check names and addresses of consignees as before.

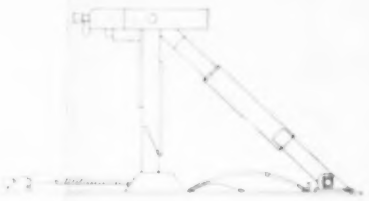
As the picker must "turn up" a few packages at a time to read the consignees' names and addresses, the checker will work only a few minutes at a time with the one picker. Thus, with centralized checking, the checker can work with several pickers in a rotating fashion. In this manner, three to five cars can be checked in the time previously required to check one car. Another timesaver: The checker does not have to walk between the office and platforms picking up and returning waybills.

piggy-back business expanded when ACF developed the retractable trailer-hitch









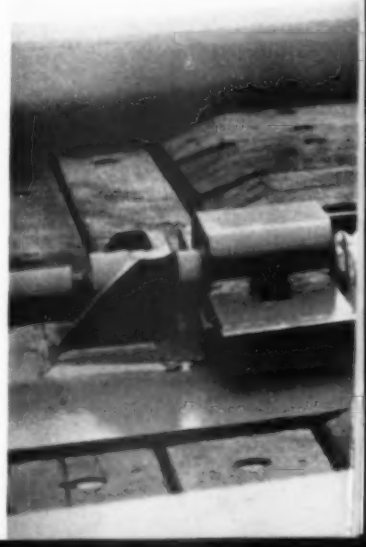
The development of this simple, low cost hitch has paved the way for the current expansion of piggy-back operations. Now, more ACF Retractable Trailer-Hitches are in service than all other tie-down methods combined! Proof of faster, surer, safer attachment . . . proof of ACF's contribution to the long-term profit picture of the nation's railroads.

SPEED—One man, using only an air or electric power wrench, does the work of two three-man crews . . . raising and locking the hitch in less than 3 minutes.

SAFETY—All operation is from the end . . . no need to get under the trailer . . . no chocks, chains or other loose parts to cause hazards.

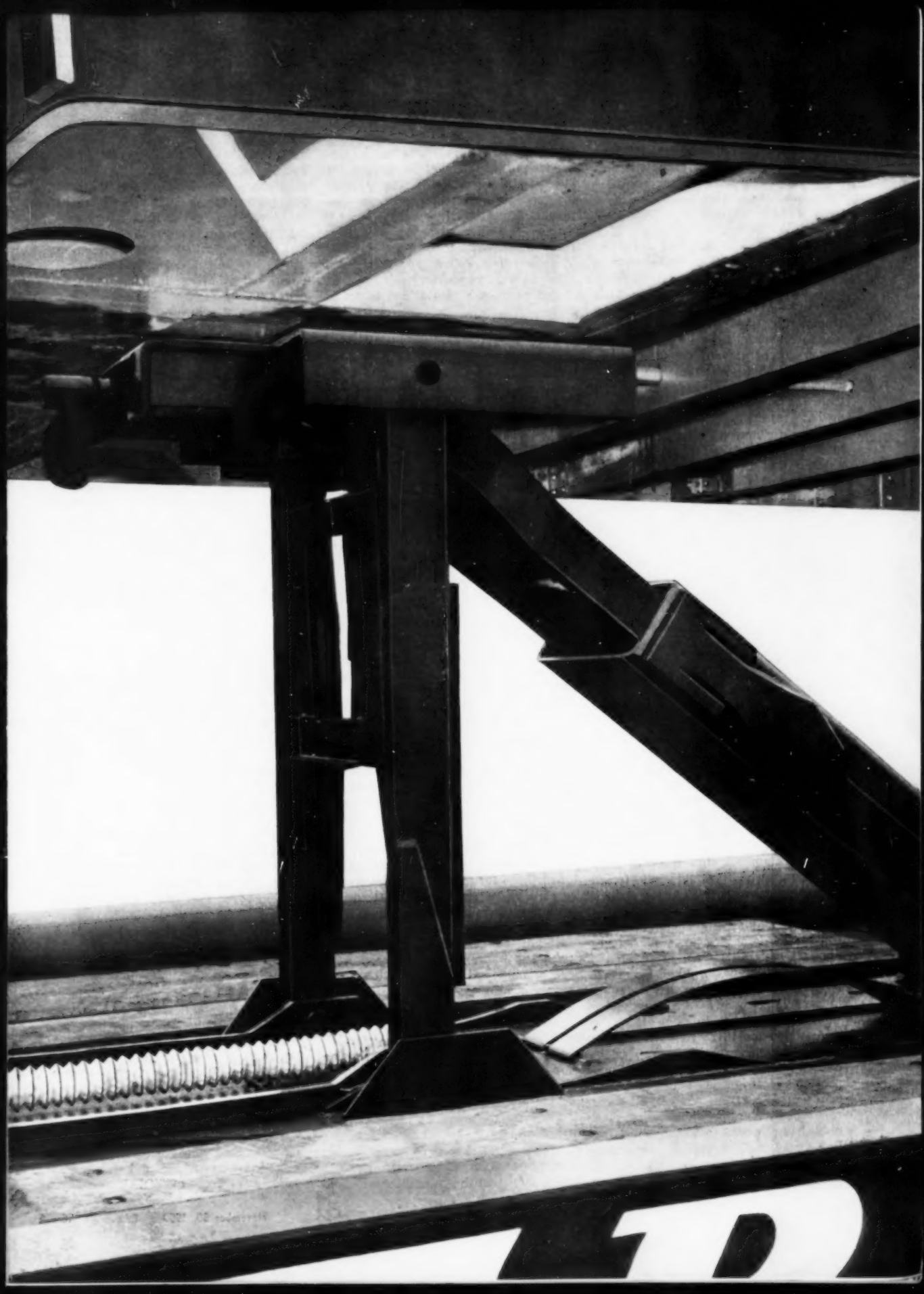
CUSHION PROTECTION—Secure tie-down fully protects trailer and lading. 40,000 foot-pounds of cushioning (more than any standard freight car) with a maximum horizontal travel of 22¼ inches guard against impacts.

STOCKED FOR IMMEDIATE DELIVERY—Despite current shortages, ACF Retractable Trailer Hitches are available for immediate delivery at only $995, FOB Berwick, Pa. They may be installed on present cars as well as new ACF flat cars and will handle any standard highway trailer without special attachments. For full information and specifications, contact your nearest ACF office.



AMERICAN CAR AND FOUNDRY
Division of ACF Industries, Inc.
750 Third Avenue, N.Y. 17, N.Y.

SALES OFFICES:
NEW YORK
PHILADELPHIA
WASHINGTON, D. C.
CLEVELAND
CHICAGO
ST. LOUIS
SAN FRANCISCO



Easing Section 4 Is Proposed

Railroads will get some modifications they want in the ICC's proposed rules for filing fourth-section applications if the Commission adopts recommendations it has received from Examiner Charles W. Bennett.

The applications involved are those for relief from the long-and-short-haul and aggregate-of-intermediates provisions of the Interstate Commerce Act's Section 4. Unless the Commission grants relief, these provisions, in turn, make it unlawful for railroads or water carriers to charge more for shorter than for longer hauls over the same routes, and to charge more as a through rate than the aggregate of local or intermediate rates.

There are now no rules covering requirements as to the form and filing of applications for fourth-section relief. Rules formerly in effect were removed from the Commission's General Rules of Practice in 1942.

Proposed rules in issue in the present case (Fourth Section Order No. 18900) were promulgated by the Commission's Division 2 on April 11, 1958. They have never become effective, the effective date having been postponed from time to time. It is now April 1, 1960.

In their objections to some of the proposed rules, railroads have the support of the National Industrial Traffic League. Generally, the railroad position is that the filing rules should be just that, i.e., they should not include requirements calling for showings as to the merits of the relief sought.

The proposed report reflects the examiner's general agreement with that approach. While he does not recommend all modifications which the railroads proposed, he does go along with several.

He recommends elimination of a requirement which would call for a showing of the "basis" for rates at intermediate points in cases where relief from the long-and-short-haul clause is sought. In doing so, however, he emphasizes that relief from justifying the "basis" is all he has in mind. He makes it plain that showings that rates to intermediate points are reasonable should still be required.

Another tentative victory for the railroads is the examiner's proposal to eliminate a quotation from the Commission's decision in Transcontinental Cases of 1922 from a proposed filing rule which calls for evidence that rates published pursuant to fourth-section relief would be "reasonably compensatory."

While the water carriers object to this deletion, the railroads, as the examiner put it, urge that the citation "is inappropriate in a set of rules governing the form and content of applications . . . particularly since that [cited] decision antedates the Motor Carrier Act, the enactment of the National Transportation Policy, and other far-reaching changes in the law."

The examiner's view is that issues of this kind should be determined on their merits as the Commission considers individual applications. On the same basis, he recommends deletion of a proposed requirement that applications contain evidence that rates proposed under fourth-section relief to meet competition be no lower than necessary to meet competition.

Meanwhile, the examiner recommended rejection of the railroad proposal that the Commission extend to all long-and-short-haul cases the general relief it granted in Fourth Section Application No. 33656. That general relief came out of a Commission determination that commodity rates producing minimum revenues no lower than charges on 30,000 lb at the corresponding Docket 28300 Class 20 rates would meet the reasonably compensatory requirements of Section 4. The examiner called this determination "carefully limited," and said the proposed extension of it had not been justified.

Because the information would be "mainly speculative," the examiner recommends deletion of a proposed requirement that applications contain evidence that the rates reduced pursuant to fourth-section relief would attract sufficient traffic to more than offset the loss of revenue caused by the reduced rates. The railroads insisted it would be impossible to comply with such a requirement. For similar reasons, as well as doubt as to its legality, the examiner proposes deletion of a requirement that applications based on market competition contain evidence as to the amount of traffic involved.

Study Deadline May Be Set Back

The Senate Committee on Interstate and Foreign Commerce understands that its transport-study staff will make "no attempt" to complete a final report by next Jan. 31.

That's what the study's director, Maj. Gen. John P. Doyle, said last week at a Washington meeting sponsored by the Transportation Association of America. He thus confirmed reports that the Senate would be asked to set back the Jan. 31 deadline now fixed for completion of the study by Senate Resolution 29.

The resolution calls for several specific inquiries, including investigations of the need for regulation under present conditions, government aid to transport and the desirability of establishing a user-charge system, federal policy on transport mergers and on ownership of one form of transport by another, and the amount and kind of railroad passenger service needed to serve the public and provide for the national defense.

The resolution also has an omnibus clause which is a general authorization for investigation of additional transport matters. General Doyle called this "quite a joker" in that it broadens the assignment to embrace "any aspect of transportation."

The general expects to make specific recommendations to the committee. He anticipates that the committee will hold public hearings at some stage of the inquiry—perhaps after the staff recommendations are made.

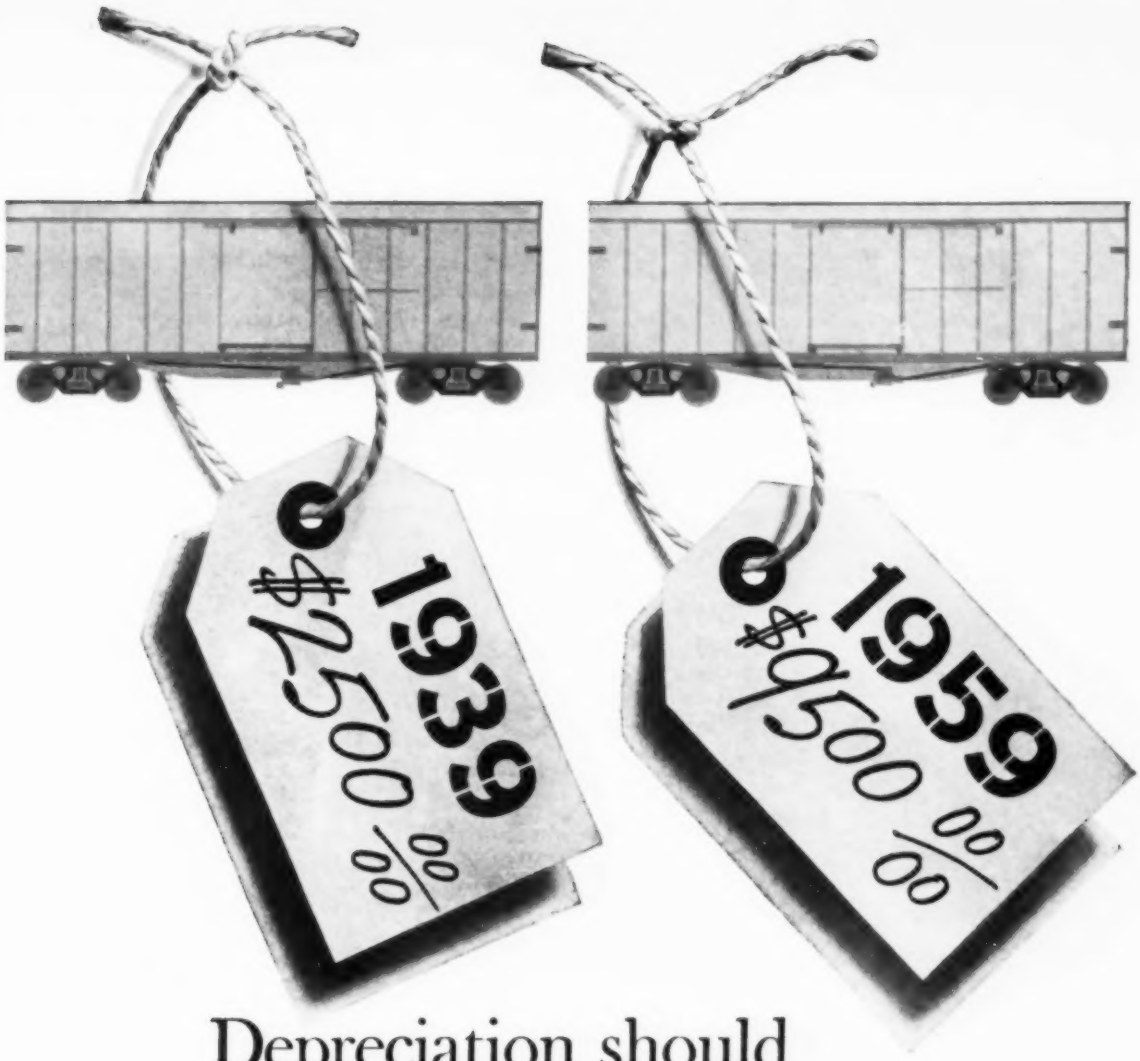
In response to questions, General Doyle said some recommendations may be made before his whole report is completed. Such early recommendations might deal with railroad commuter service in which several senators are interested, he explained.

Piggybacking of Farm Products Likely to Grow

Railroad piggyback service is likely to be used "more and more" in movement of farm products, according to a report on the 1960 transportation outlook prepared by the U. S. Department of Agriculture's Agricultural Marketing Service.

Up to now, the report points out, piggyback has not been used to any great extent for transportation of agricultural commodities, but has proved "satisfactory" wherever it has been offered, and has grown accordingly. Piggyback carloads of fresh fruits and vegetables hauled by one railroad from Texas' Rio Grande Valley to St. Louis increased from 778 in the 1957-58 season to 1,141 in 1958-59.

The report cites reduced freight handling costs, low basic rail cost, and reduction in pilferage and damage as major advantages of TOFC.



Depreciation should keep up with prices...but on the railroads, it doesn't!

On the railroads today, dollars recovered through tax depreciation go less than one third of the way toward the purchase of replacement equipment.

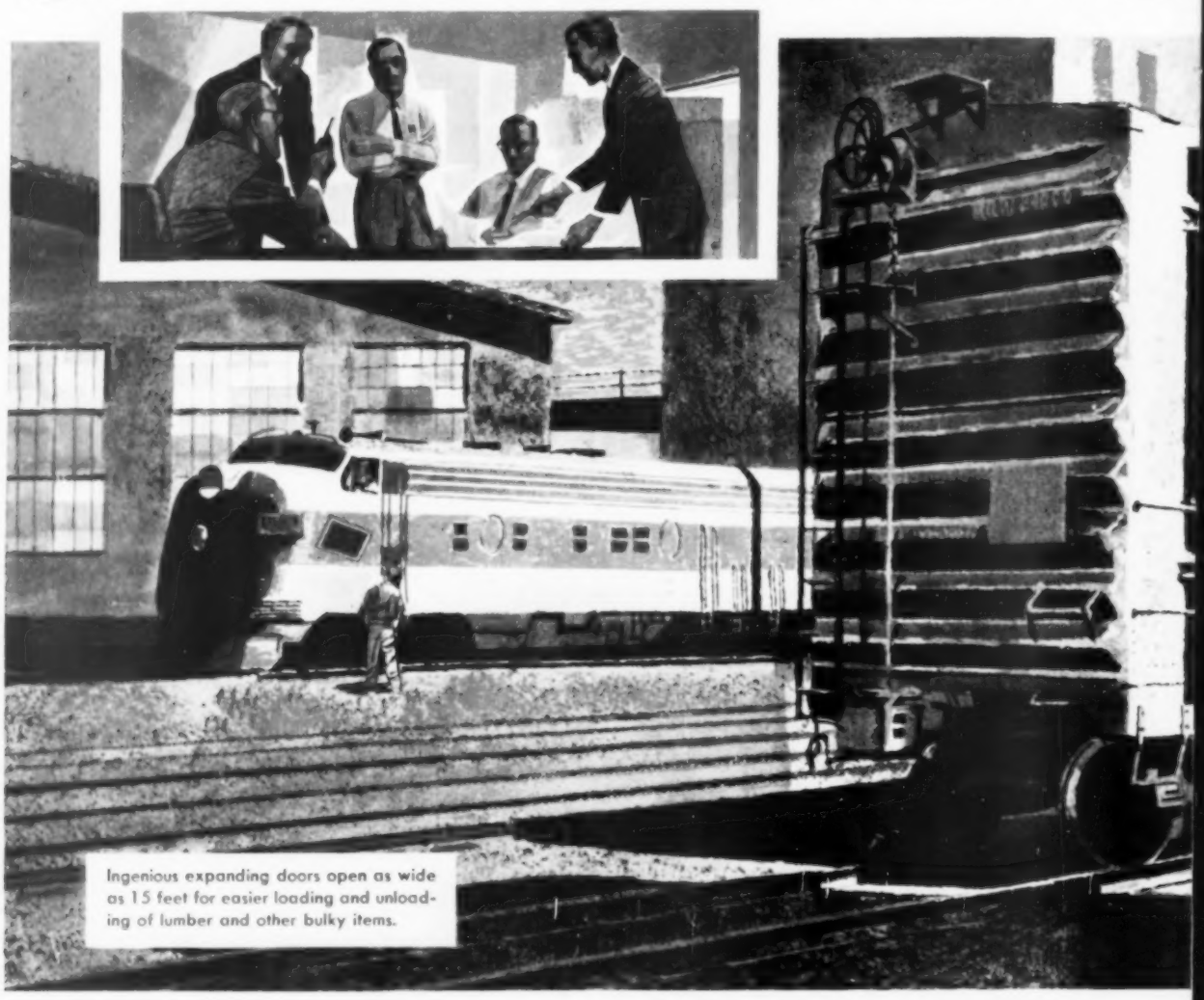
Inflation and the overlong depreciable life of equipment – sometimes up to forty years – put the railroads at a distinct disadvantage in competing with other forms of transportation. Airlines, for instance, may recover their investment in airplanes in five years; heavy trucks, eight years; busses, seven.

All the railroads ask is to be permitted to recover the money they invest in plant and equipment over a shorter period of time. A maximum of 15 years' depreciable life in the case of cars and locomotives and 20 years for other property would help railroads make improvements and additions that are necessary to meet modern competition. And *everybody* would benefit – shippers and public alike.

ASSOCIATION OF AMERICAN RAILROADS • *Washington 6, D. C.*

SOMETHING **NEW** IN RAILROADING...

"CREATIVE CREWS"



Ingenious expanding doors open as wide as 15 feet for easier loading and unloading of lumber and other bulky items.

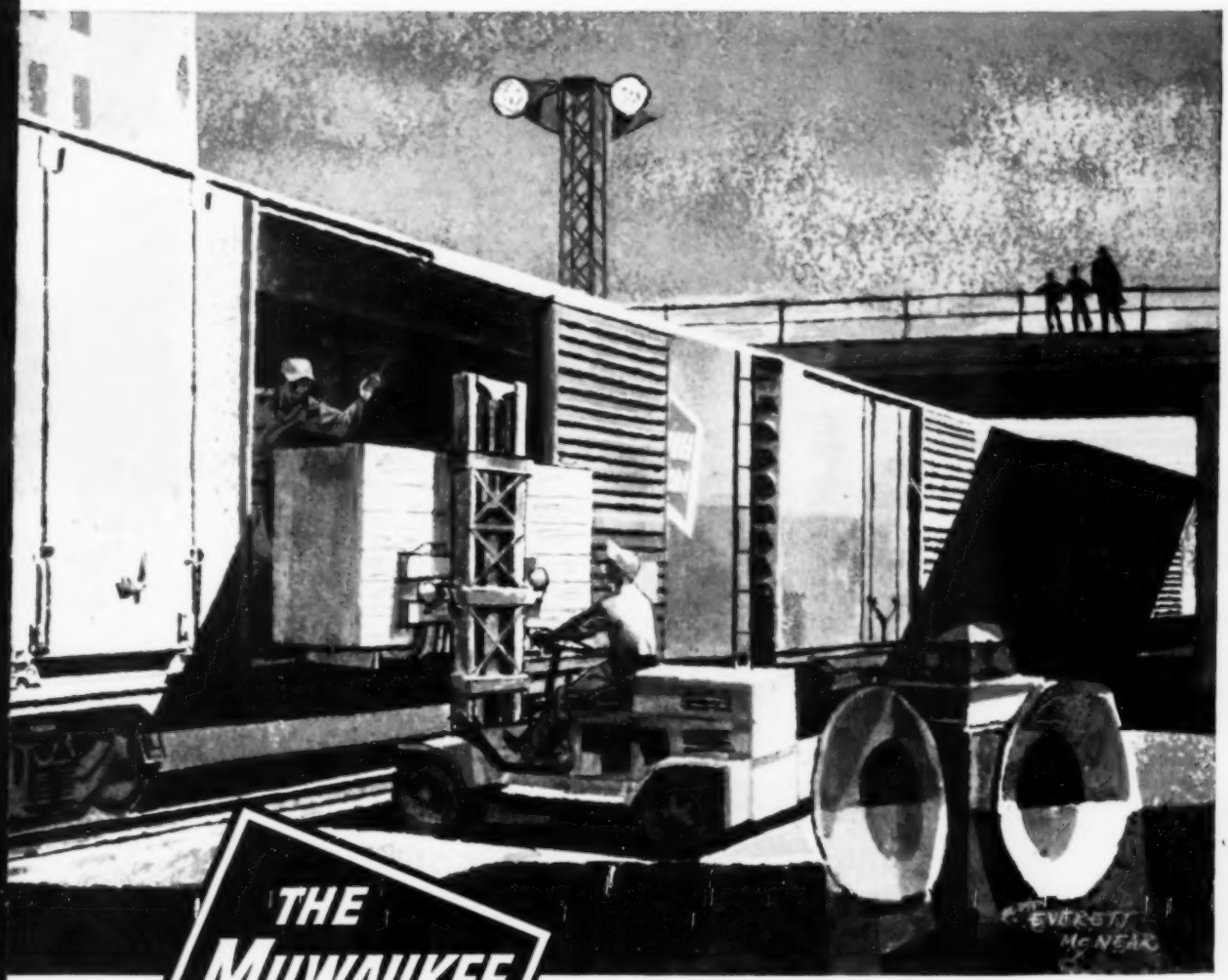
Expandable car doors that open wider for faster, easier freight handling

These aren't "crews" as you normally think of them in railroading—men who run trains, maintain tracks or do railroad yard housekeeping.

The "Creative Crews" of the Milwaukee Road are *idea* men.

And these "Creative Crews" aren't confined to any one group of men. For example, it was a management "Creative Crew" that made the decision to purchase 1000 ingenious freight cars with expanding doors. Yet the need for such cars came from a "Creative Crew" of freight salesmen who were working closely with the lumber industry.

of the Milwaukee Road



THE MILWAUKEE ROAD

America's resourceful railroad

Sometimes it's a one-man "Creative Crew" that solves a problem like the one of getting a very delicate and expensive press to destination damage-free. A new loading method which eliminated pressure damage to cases for a candy manufacturer shipper solved another problem.

We think you and every shipper will find this creative approach a refreshing and profitable experience. It breaks with old attitudes of service and replaces them with new, fresh thinking. It's making the Milwaukee Road America's *resourceful* railroad.

Route of the Super Dome Hiawathas and Western "Cities" Fleet

As the Publisher Sees It . . .

WHY WE'D RATHER WALK THAN RIDE THE B & O

Sales Management magazine just put out a promotion piece captioned as above. Not very tasteful at best, but why, anyway? Because, Sales Management's promotion piece laments, the B&O is the only one of a hundred top business paper spenders (for advertising) that doesn't subscribe to Sales Management.

The promotion piece adds insult to injury with a parenthetical paragraph: "(To show sportsmanship, we wanted to use Railroad Gothic as the type for this text, but our typographers were fresh out.)"

Sales Management should know the reason their typographer was out of Railroad Gothic type is that the railroads gave up use of it themselves so long ago.

All that's beside the point. We're willing to admit that there are a few top railroad men who are not Railway Age subscribers. But as Publisher, I don't blame *them*. I'd take the matter up with the editors and circulation department to see if the former is continuing to turn out a wholly useful, challenging publication, and the latter is doing the best job of selling them.

Personally, I'd rather ride the B&O than read Sales Management.

Robert S. Lewis

Rules' Costs Hurt Shippers

If the railroads won their case for elimination of the jurisdictional barriers between road and yard crews, could they improve service to shippers? In many cases, the answer is "definitely, yes."

The AAR declares that "bans against interchanging road and yard train crews except at heavy penalty raise roadblocks to customer services, result in unnecessary engine and train crews and lead to double or triple pay for single-time work." In more specific terms, here's how it works:

A western road has a customer located less than two miles north of switching limits at a medium-sized city. Because the customer is where he is, he must take the switching service which the railroad can provide with road crews. It doesn't work out too well.

"In this particular case," a railroad spokesman points out, "because the track serving the customer is a stub track connected at the south end only, in order to get a car from Point A to the customer it's necessary to handle the car in the wayfreight to Point B and then bring it back on the return trip in order to cut it off and shove it into the track serving the receiver.

"While the amount of business to be handled in this fashion is small, averaging perhaps two or three cars per week, the handling involves considerable effort and delay that could be avoided if yard crews at Point A were permitted to serve this location."

In many cases, a shipper who grows discouraged by limited rail service has only one recourse: Switch to another form of transportation, usually motor carrier (common, contract or private). The business may be lost to the railroad. Lost business produces lost jobs. And, as the AAR has pointed out, rules designed to protect jobs have exactly the opposite effect.

Still another road views the problem this way:

"We have maybe a dozen places where we may have to go to arbitration to force an extension in switching limits . . . We have had some luck in getting the organizations to go along and broaden limits—but even that's been tightening up lately."

A spokesman for this road points to a number of cases where a plant must be switched by a local road freight crew—and frequently the switch is made at night, when the plant is shut down. Service suffers. "Undoubtedly, there are a number of industries where we could improve service if we could switch with a yard crew."

A superintendent on yet another road puts it this way:

"They tell us shippers want dependable service—but you know how dependable a wayfreight can be, from a standpoint of 'scheduled' moves."

Adjustment Board awards are blamed for creating many of the precedents which continue to hamper railroad relations with the shipping public. In some cases the effect of these decisions has been reduced by an agreement on payment of an arbitrary. Still, the railroads contend, "the total cost of the prohibition against making interchangeable use of yard and road employees adds many millions of dollars to the cost of producing railroad service."

It is under circumstances such as these that costs continue to pyramid. One western road has four locations where yard operations have been reduced to a point where there isn't enough work for even one full yard crew. But a crew must be maintained because working rules don't permit road crews to do what little switching remains.

At three points where a five-man crew is maintained, the wage bill alone (not including taxes or Railroad Retirement) costs the railroad about $330 a day. At the fourth yard location, the yard crew has been taken off because switching is being done at another point. But several small industries at the yard site need service. If even one car has to be switched at one of these industries, a yard crew must be called to do the job. This particular setup costs the road about $6,000 annually.

Arbitraries—even nickel-and-dime arbitraries—also chip away at rail revenues. One carrier offers these two examples: 40 cents for each time a yard conductor carries a waybill for a car not in his train; 95 cents for each time a trainman couples an air hose on a transfer run, instead of waiting until a car inspector can be found to perform the job.

In a sense, the shipper is the loser when work rules restrict rail service or increase rail costs. He can shift his traffic to common or contract carrier trucks. He can buy or lease a fleet of trucks and do it himself. But it means the shipper is paying more for his transportation than he'd have to pay the railroads.

Labor's position, as set forth by RLEA Chairman George E. Leighty, is that "a certain amount of specialization exists in the railroad industry" and one form it takes is the road-yard specialization.

"It's one thing for an engineer and his fireman to know the intricate switching assignments of a huge yard and another to know the roadbed, track curvature and grade and other requirements of a road assignment," Mr. Leighty declares. "A yard crew cannot seriously be expected to take a long freight train over tracks foreign to them. Nor can a road crew coming off a run be expected to perform yard switching in surroundings and conditions dangerously unfamiliar to them."



ALONG THE LINE, an American Locomotive Crane (top) speeds up maintenance work for the Union Pacific. In the yard, an American 300 Series Self-propelled Crane (below) keeps freight moving faster.



ALONG THE LINE, IN THE YARD, AMERICANS PROVIDE VERSATILE CRANE DUTIES ON RAILS, ON GROUND

From building bridges . . . to handling freight, you'll find that American Cranes . . . either on rails, rubber, or crawlers . . . will meet *all* your requirements for mobility, speed and precise load control.

With capacities from 12½ to 60 tons, American Truck, Self-propelled or Crawler Cranes move easily, quickly in tight spots or through obstructed areas. Designed to give you top performance on all the tough jobs, they provide you with go-anywhere, do-anything abilities.

American DiesELectric* Locomotive Cranes, with capacities to 130 tons, will give you the ultimate in fast, efficient crane service on rails. Detailed operating records show that American DiesELectric Cranes can write off . . . work off . . . their initial cost in a few years.

On rails, crawlers or rubber, American Cranes are outstanding. Write us for detailed and illustrated catalog information on American equipment that has served the railway industry for more than three-quarters of a century.

*trademark

DERRICKS-HOISTS to 800 tons
REVOLVER CRANES to 400 tons

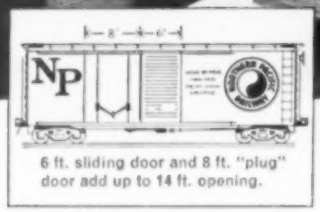
EXCAVATORS-CRANES to 2 yds.-60 tons
LOCOMOTIVE CRANES to 130 tons

AMERICAN HOIST
and Derrick Company
St. Paul 7, Minnesota

AMERICAN HOIST PACIFIC COMPANY
Special materials handling equipment

CROSBY-LAUGHLIN DIVISION
Drop forged fittings for wire rope-chain

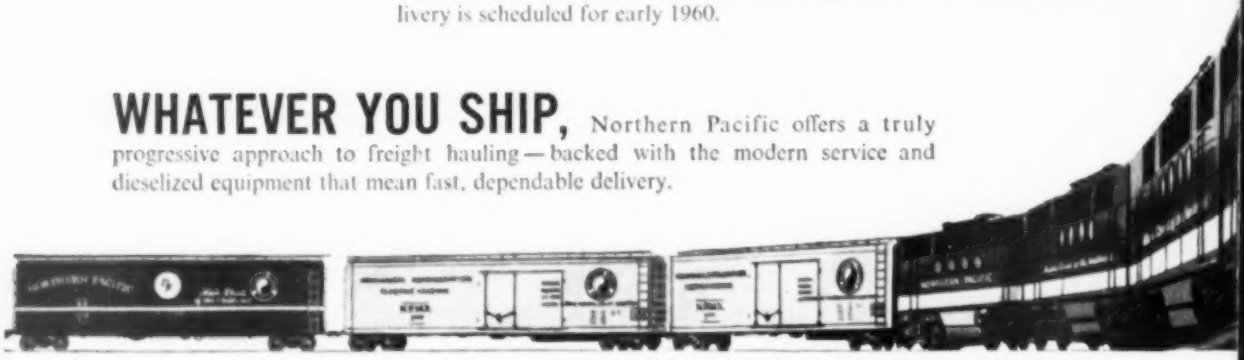




6 ft. sliding door and 8 ft. "plug" door add up to 14 ft. opening.

BIG NUMBER FOR LUMBER—400 additional forty-foot "plug door" boxcars have just been ordered by Northern Pacific. The cars will be equipped with 6-foot sliding doors and 8-foot "plug doors" to provide a 14-foot opening when loading or unloading with mechanical equipment. Delivery is scheduled for early 1960.

WHATEVER YOU SHIP, Northern Pacific offers a truly progressive approach to freight hauling—backed with the modern service and dieselized equipment that mean fast, dependable delivery.



If you have a shipping problem or are looking for a choice industrial site, chances are we can help you. For a quick reply, call your local NP traffic representative or write Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.

NORTHERN PACIFIC—really terrific!

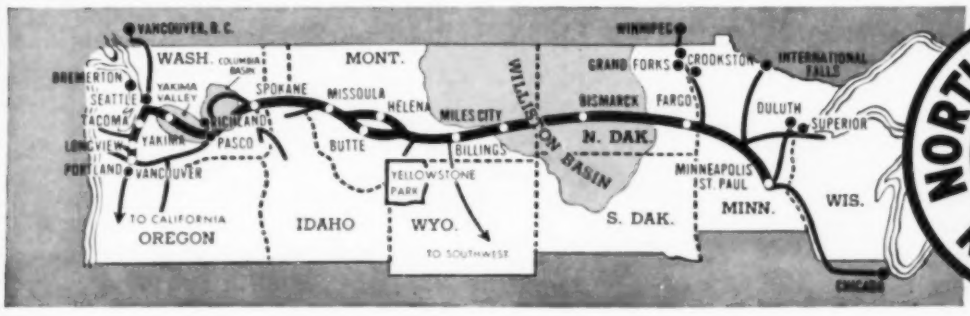


TRAILBLAZING TRAILERLOAD—The first trailerload of automobiles to travel piggyback in the state of Washington arrived in Seattle recently on NP. Northern Pacific has ordered twenty-five specially equipped 85-foot Clejan flat cars to handle expanded auto trailer piggyback service from California to North Pacific Coast points.





TROUBLE SPOTTER—A spot of white paint is sprayed on the rail when this NP rail detector car locates a flaw by magnetic detection. A maintenance crew is soon at work eliminating the potential danger. NP's continuous maintenance program assures shippers of dependable service.



Piggyback Keeps on Growing

By GARDNER C. HUDSON
Traffic and Transportation Editor

► The Story at a Glance: Piggyback—and its semi-compatible cousin, Flexi-Van—are still growing. In fact, says J. P. Newell, board chairman of Trailer Train Co., "piggyback is growing so fast no one can tell where it will be 10 years from now. Our enthusiasm for it is unlimited."

That seems to be the general railroad view—optimism and enthusiasm solidly based on piggybacking's almost phenomenal growth.

Here's a high-spot round-up of what that development has been in the past 12 months—and of what a representative cross-section of railroad men think about TOFC's past, present and probable future.

Piggyback, 1959, Produced . . .



Prairie-fire spread of auto piggybacking, termed "superior to box car loading . . . to road hauling."



New participants—like C&O—which has handled trailers successfully in top-flight passenger trains.



New equipment, such as this GATX car, which may foreshadow future mixed trailer-container trains.

Piggyback, in 1959, has grown physically, in terms of traffic handled, number of participants, areas covered and amount of equipment available. It has grown economically, in number and variety of services offered by railroads, and in decisions rendered by regulatory agencies. It has grown academically, in the sense that more and more thoughtful railroad men are asking more and more questions about piggybacking's present impact and probable future.

Lots of Questions

The questions go straight to fundamentals. Can good service be consistently maintained as piggyback spreads? Is it time to standardize equipment—and equipment per diem fees? Which of the various piggyback plans are most promising—most likely to succeed? What's the relationship between piggyback and the continuing push for some standardized system of interchangeable containers? Does piggyback pay?

None of those questions can be answered definitely here at the end of 1959, but a lot of railroaders think the year's developments, physical and economic, give some possible clues as to what the answers may eventually be.

Physically, piggyback's 1959 expansion ran in four directions—traffic, participants, area, equipment.

● *More traffic is moving.* In 45 weeks of 1959, piggyback railroads, including Flexi-Van carriers, loaded 358,211 trailer-carrying flat cars. This was 123,030, or 52.3%, more than the 235,181 similar cars loaded during the same

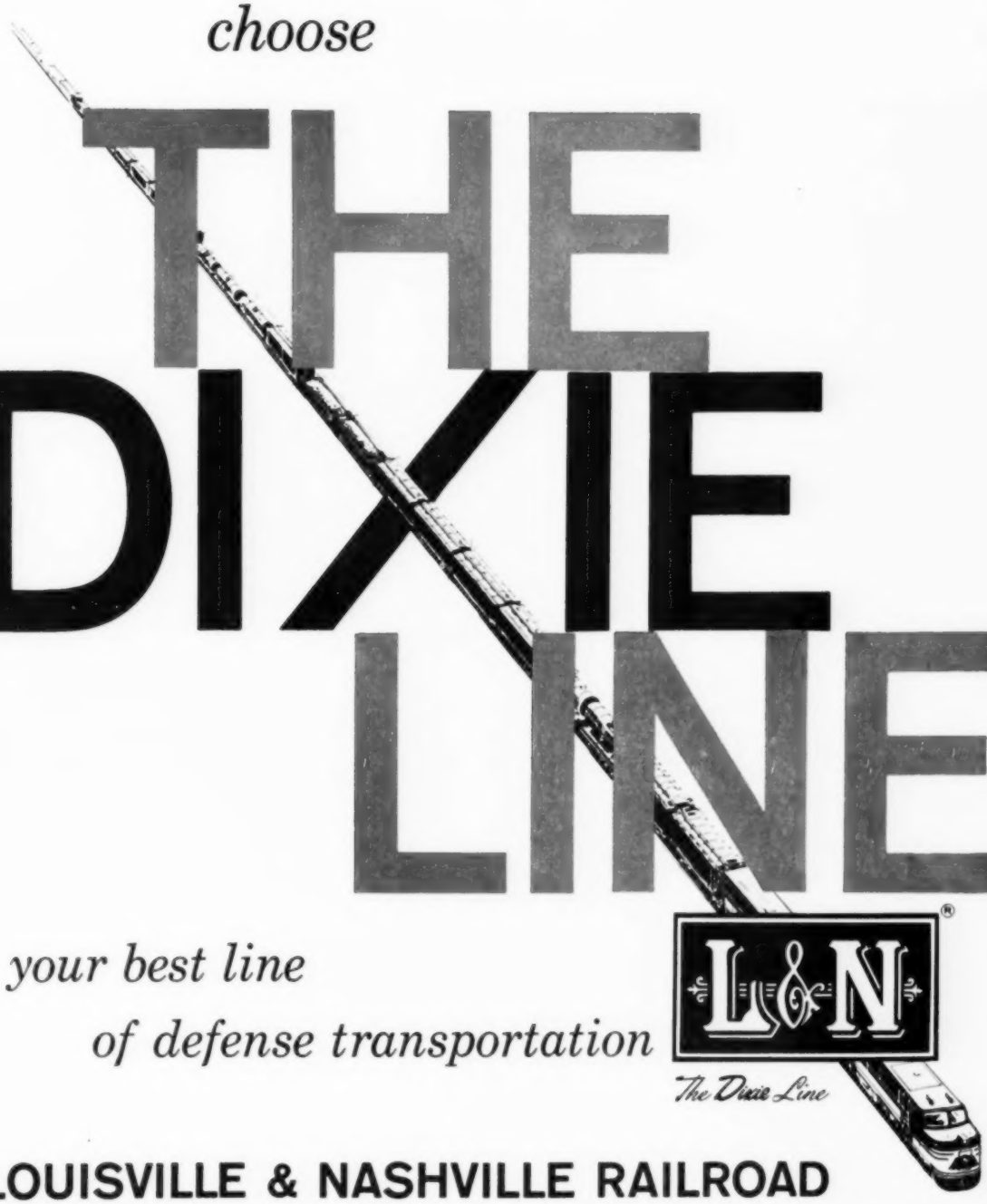
(*Continued on page 44*)

Whenever you ship...

Whatever you ship...

choose

THE DIXIE LINE



your best line
of defense transportation

L&N®
The Dixie Line

LOUISVILLE & NASHVILLE RAILROAD





"I consider the hot box detective to be one of the greatest aids to railroading in many, many years. By the end of 1959, we shall have twelve of them at strategic points on the system."

M. I. Dunn, Vice President
for Operations
Chesapeake and Ohio Railway
(from 1958 Annual Report)

HOW THE C AND O FOR PROGRESS MASTERED THE 3-D HOT BOX PROBLEM

The 3-D's of the hot box—damage, delay, and danger—are disappearing on the 5,000 miles of the C & O, thanks to the dynamic program of Irv Dunn, Vice President for Operations.

Achieving greater safety and efficiency through modern scientific systems is a keynote of Dunn's program for the C & O. As part of an intensive campaign aimed at eliminating the hot box problem through research in new types of bearings, improved lubrication and detection devices, C & O has installed SERVOSAFE® Hot Box Detectives* to spot the 3-D menaces before they can make trouble.

Even the smokeless hot boxes on trains traveling at high speed cannot escape the SERVOSAFE Hot Box Detective. Says Dunn: "...Our tests have proved it 100 per cent effective."

Following hot on the heels of coast-to-coast acceptance of the only *patented* and *performance-proved* hot box detective system in the world is the modern SERVOSAFE expanded system, including Compatible Transistorized Carrier and Automatic Alarm Systems. Full information is available on request.

*Protected by U.S. Patent No. 2,880,309
Other U.S. and Foreign Patents Applied For

Railroad Products Division
SERVO CORPORATION OF AMERICA
Serving Safety Through Science
111 New South Road, Hicksville, Long Island, New York

45 weeks in 1958. At an average of 1.4 trailers per car (the actual AAR-reported ratio for nine months), the railroads, through Nov. 7, had kept 501,500 trailers from adding to congestion on the nation's highways.

Based on these 45-week figures, total piggyback loadings for the full year will be about 415,000 cars and 580,000 trailers (or Flexi-Vans). In terms of carloadings, that's still only about 1.3% of all railroad traffic—but it's a growth of about 138,000 cars, or 50%, over the 276,767 TOFC cars loaded in 1958. By contrast, the increase in total loadings of all types of cars will be only about 2%.

Physical Growth

Piggyback revenue is creeping up, too. On the Pennsylvania, for example, it produced 2.29% of freight gross in 1959's first 10 months.

● *More railroads are participating.* Four major carriers—Atlantic Coast Line; Chesapeake & Ohio; Richmond, Fredericksburg & Potomac; Seaboard Air Line—joined the piggyback parade in 1959. Milwaukee, a pioneer Flexi-Vanner, has begun to handle some Plan IV business in conventional trailers between Chicago and the Pacific Coast in connection with other lines.

Total number of railroads now offering TOFC service in one form or another is a moot point. It depends on whether you consider certain "family groups" as one road, or several. But any way you figure it, the number of piggybackers is 50 or more; includes virtually every large Class I railroad in the United States, plus the Canadian National and Canadian Pacific.

Flexi-Van too, won some tentative adherents. By acquiring a few vans and bogies of their own, the Santa Fe and Missouri Pacific joined the New York Central, Milwaukee and Burlington in ability to provide this particular type of piggyback. NYC is enlarging its Chicago and New York terminal yards to handle growing traffic; concentrating New York service at High Bridge (Bronx); moving Chicago operations from suburban Gibson, Ind., to a new downtown yard at Leavitt street.

● *More points are served.* Addition of new railroads to piggyback ranks, plus some service extensions by older operators, broadened TOFC's territorial coverage—notably in the Southeast, hitherto only spottily touched. As of now, in fact, piggyback extends, for all practical purpose, to all 50 states. Delaware, Vermont and railroad-less Hawaii still lack full-scale terminal facilities. But Delaware has access to terminals at nearby Baltimore and Philadelphia. Vermont has been served, at least experimentally, by the little Springfield Terminal Railway in conjunction with the Boston & Maine. And Hawaii has gotten into the act by originating container shipments which moved successfully by sea to San Francisco and thence by rail piggyback to inland destinations. In Canada, eight out of 10 provinces (all but Newfoundland and Prince Edward Island) have some TOFC service.

● *More equipment is available.* To handle more traffic on more railroads over a wider territory takes more cars and more trailers—and the railroads have been buying them. At the end of September, there were 6,835 specially-equipped piggyback cars in service in the U.S., an increase of 2,708 cars, or 65.5%, over the 4,127 in use a year earlier. More than 1,100 additional cars were on order then, and still others have been purchased since.

The expanding Trailer Train Company—now up to membership of 18 railroads covering 42% of all Class I mileage, plus one forwarder—has been the largest single buyer. Understandably so, since its operated car-mileage jumped from 28,500,000 in the first seven months of 1958 to 64,900,000 in the same period this year—an increase of 126%.

General American Transportation Corporation introduced its new G-85 trailer-container car late last summer; has already reported orders for 420 units. Pullman-Standard says "over 1,400" of its PS-4PB standardized 85-ft cars "are in service or currently on order."

There's more Flexi-Van equipment, too. Equipment available to the NYC-P&LE is up to 275 cars and more than 700 vans, with 100 cars and 60 auto-carrying and 50 refrigerator vans on order. There are additional Flexi-Van cars on the Milwaukee, and more vans and bogies on the Milwaukee, Burlington, Santa Fe and MoPac.

Buying has been unable, nevertheless, to keep pace with demand. Steel strike notwithstanding (or perhaps because of it), more than one railroad has found itself short of cars or trailers; has been forced to ration them out; or to bring pressure on connections for their prompt return. More than one railroad man says equipment shortages are presently the greatest limiting factor in piggyback growth possibilities.

Economically, piggyback's 1959 development fell into three major categories—new types of service; new ways of providing conventional service; and an ICC decision which may have major bearing on TOFC's future.

New Services

● *Plan V* involves joint rail-truck rates which, in effect, extend the territory of each participating carrier to that served by the other; permit each to sell for the other, and to handle shipments originating in or destined to the other's territory. It's offered so far by only a few railroads, mostly on long hauls into the Southwest. But it's thrown out skirmish lines into such places as Long Island and Michigan.

● *Plan VI*—still in the "think" stage—would use full trailers (or Flexi-Vans) for large LCL shipments meeting high minimum weight requirements. Such shipments, advocates of this plan concede, would use only part of the capacity of any given trailer. But the plan would, they contend, save the cost of handling such shipments across freighthouse platforms at origin and destination; cut average transit time by the two days such handlings might require.

Resulting economies, plus better service, would, they feel, more than justify use of a full vehicle for a partial load. (LCL, of course, has been piggybacked before, is still being piggybacked in considerable volume—but usually for a railroad's own convenience. Hence, Plan VI is less of a new idea than a new variation of an old idea.)

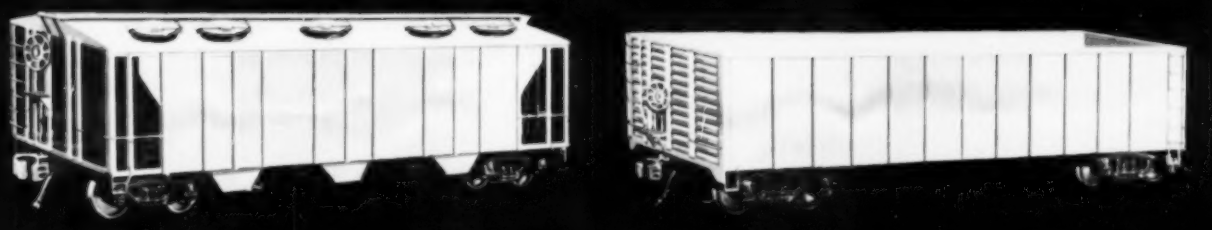
● *Auto transport* carries 8 or 10 standard-size or 10 small finished automobiles in two highway transport trailers on a single flat car; delivers them to destination without the advance preparation required or surface damage so often encountered in all-highway movement. This type of operation began experimentally on the Pacific Coast last spring; has spread rapidly.

Sample auto piggybacker is the Wabash, which has Plan III ramp-to-ramp rates from Detroit to St. Louis and Kansas City and (in connection with the Frisco, Katy and Missouri Pacific) to Dallas and Tulsa. The road is "optimistic," says its general merchandise agent, W. G. Duchek, "about the potential volume of this new business." Frisco, which piggybacks autos under both Plans III and V to the Southwest and to Birmingham, Ala., is optimistic, too. (Truckers have just filed a complaint against auto TOFC.)

NYC, with equally high hopes, begins taking delivery on 60 auto-carrying

(Continued on page 49)

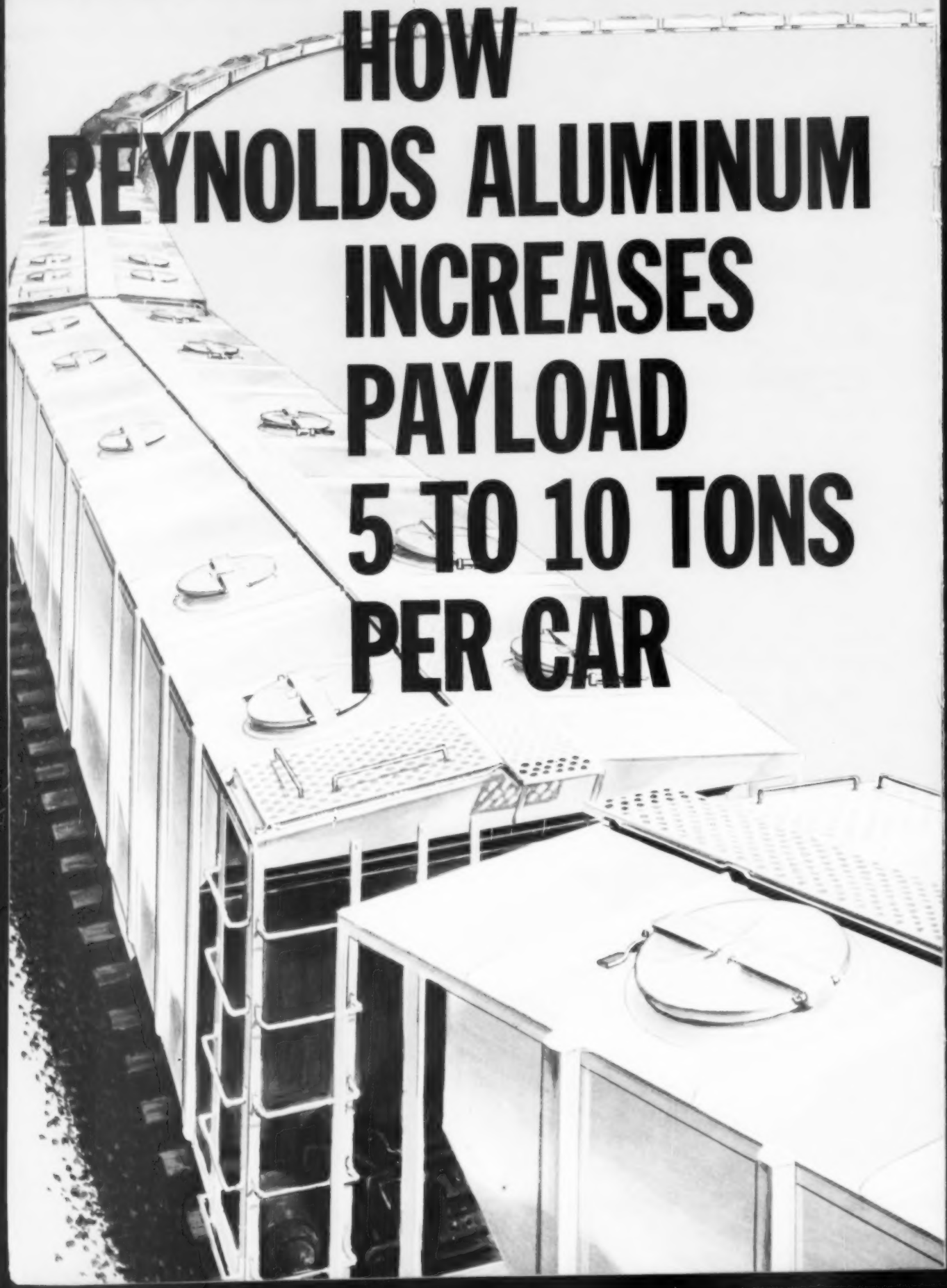
NOW! 100 Ton Payload Hopper and Gondola Cars made with REYNOLDS ALUMINUM



Here's what this important breakthrough means for the railroads:

Bigger Payloads
Better Return on Car Investment
Lower Maintenance
Reduced Operating Costs

HOW REYNOLDS ALUMINUM INCREASES PAYLOAD 5 TO 10 TONS PER CAR



Strong, Lightweight, Rustfree Aluminum Reduces Car Deadweight, Cuts Maintenance, Increases Profit in Hopper and Gondola Cars

More than 1,200 hopper and gondola cars with bodies of Reynolds Aluminum will soon be in service on American tracks. These cars, built by Pullman-Standard Car Mfg. Co. and Magor Car Corp., *will carry at least 5 tons more revenue-producing freight* than comparable steel cars! And, depending on the cargo, this payload gain could be as much as *10 tons* per car. Aluminum is the key to this bonus. These cars weigh less, so they can carry more within rail weight limits. And they'll earn that much more revenue every trip.

Now Possible—100 Ton Payload Cars

In fact, aluminum now makes it possible to build a 101 ton payload gondola car for coal service. It is the only practical material that's strong enough, rigid enough—and light enough—to give the car designer a "box" that will carry over 101 tons of payload within the total weight limit of 251,000 lbs.

Aluminum's weight-savings can work in two ways: You can have an aluminum car that is the same size as a steel car—but with less deadweight and increased operating economies. Or, you can build a bigger aluminum car which weighs the same as a smaller steel car—with greater payload and increased car revenue.

Major Savings in Maintenance

Aluminum cars will pay off in service, too. Because aluminum resists corrosion and will not rust, aluminum car side sheets can be expected to serve longer with less maintenance.

The aluminum cars will never need painting for protection, and they'll be easy to maintain and clean, even when handling such corrosive materials as salt, coal, cement, and many other bulk cargo commodities.

The new aluminum hopper and gondola cars will cost somewhat more initially when the price of the basic metal is considered alone. However, the owners can expect them to earn that difference back—in higher payloads—in just a few years. Maintenance savings are just that much more bonus.

There's a benefit waiting at the end of the aluminum cars' long life, as well: The aluminum scrap can return an important slice of the original cost to the owner.

What Made Breakthrough Possible

The aluminum hopper and gondola cars were not born overnight. It took many years of intensive development work by Reynolds engineers and railroad teams—and long experience in producing aluminum for railroad service. Now, thanks to this effort, the railroad industry can look forward to greater car earnings, and important savings in rolling stock service.

Here's why:

1. **Aluminum plate is available from Reynolds in a wide range of proper sizes for car construction.**
2. **Welding techniques have been developed to cut car construction costs with aluminum.**
3. **Reynolds Aluminum alloys offer resistance to corrosion by coal, chemicals, food products, and many other commodities.**
4. **Reynolds Aluminum railroad car stock prices make the economic advantages of aluminum greater than ever.**



WRITE FOR DETAILS...SEE NEXT PAGE.

Geared to Serve the Railroad Industry with Aluminum and Aluminum Know-how...

REYNOLDS ALUMINUM







The new hopper and gondola cars are but the latest in a long list of rail equipment improvements that light, strong, rustfree Reynolds Aluminum has made possible.

This versatile metal is cutting costs and improving service in a wide range of applications—in rolling stock, rail yard equipment and supplies. You'll find aluminum can cut your costs, too—in baggage car, box car and refrigerator car doors, floors and floor racks, freight car inner-liners, crossmembers, electrical equipment and conductors, crossbuck and operating signs, chain link fencing, and utility buildings.

For many years, Reynolds has supplied quality aluminum to the railroad industry, and it has supplied aluminum *know-how*, as well. Reynolds Engineering Department, with its wide experience in railroad applications, offers specialized technical assistance on the design and fabrication of rail equipment with aluminum.

For details on aluminum for any of these applications, or for information on technical and engineering services, contact the people who know aluminum for the railroad industry—Reynolds. Call the local Reynolds office, or write *Reynolds Metals Company, P. O. Box 2346-TL, Richmond 18, Va.*

REYNOLDS ALUMINUM

Watch Reynolds TV shows—**"ALL STAR GOLF"**, **"BOURBON STREET BEAT"** and **"ADVENTURES IN PARADISE"—ABC-TV**

Flexi-Vans early in 1960. It will start with rates from auto-producing points in Indiana, Ohio and Michigan to Buffalo, Albany, New York and Boston, either on a ramp-to-ramp or "complete" basis, the latter including delivery within destination commercial zone. Burlington has filed rates, effective Dec. 1, on movements to Cheyenne and Denver.

● *Tank truck movement*, not yet as far along as auto piggybacking, is being watched with interest by the oil and chemical industries; could conceivably win for the railroads a substantial slice of their huge traffic volume. A successful road movement of gasoline on the Bangor & Aroostook last summer (and the impact tests which preceded it), appear to prove the earlier statement of a chemical traffic man, that "there are no insurmountable problems" to piggybacking even of volatile liquids (RA, July 13, p. 42; Sept. 7, p. 29).

New Applications

Along with these new types of piggybacking, has gone experimentation by many railroads with new applications of standard types. Chesapeake & Ohio got good enough preliminary results with its "Railvan" to justify extending it. C&O, too, proved (as has the CB & Q) that trailer-carrying flat cars can be moved in passenger trains. Burlington still does that, to give expedited service Council Bluffs to Chicago and Council Bluffs-Kansas City, but increasing volume may put most C&O trailers on freight trains—where most of the Q's are, too.

The Lackawanna-Canadian National "are doing very well, thank you," with their joint international service—first of its kind—between New York and Toronto. The CNR has tried out overnight piggybacking of pick-up trucks loaded in one city with freight for delivery in another. Both it and the CPR have filed tariffs for TOFC movement of household goods between major Canadian cities—and some U.S. movers, having found conventional piggyback advantageous, are reportedly considering purchase of Flexi-Vans.

Economic Assist?

Meantime, Plan III piggybacking got what could be a major economic assist from the Interstate Commerce Commission's wholly favorable decision—now under court attack by trucking interests—in I&S Docket No. 6993. In that case, the commission authorized freight forwarders to handle volume shipments in their own trailers under Plan III rates between New York and Chicago (RA, Sept. 21, p. 9).



FAST SERVICE through terminals has helped piggyback grow.

The National Industrial Traffic League construes the commission's decision in 6993 as "a fair indication of a similar decision to be expected on the questions of law" in the still more important Docket No. 32533. In that case hearings have been held and briefs filed, but no report or decision rendered to date. That's a "catch-all" proceeding, involving half-a-dozen related cases and a good many separate issues. Basically, however, it covers Plans III and IV rates between the East and Midwest, the East and Southwest, and the Midwest and Pacific Coast. Favorable rulings on those fundamental issues—if not hedged by too many restrictions as to rate levels, commodity mixture rules, and the like, and if upheld in court—would probably give a green light to TOFC handling of both forwarder and private industry shipments.

Inevitably, piggybacking's physical and economic growth have raised some important questions about its future. Positive, easy answers aren't available to all of them—but some replies are beginning to crystallize.

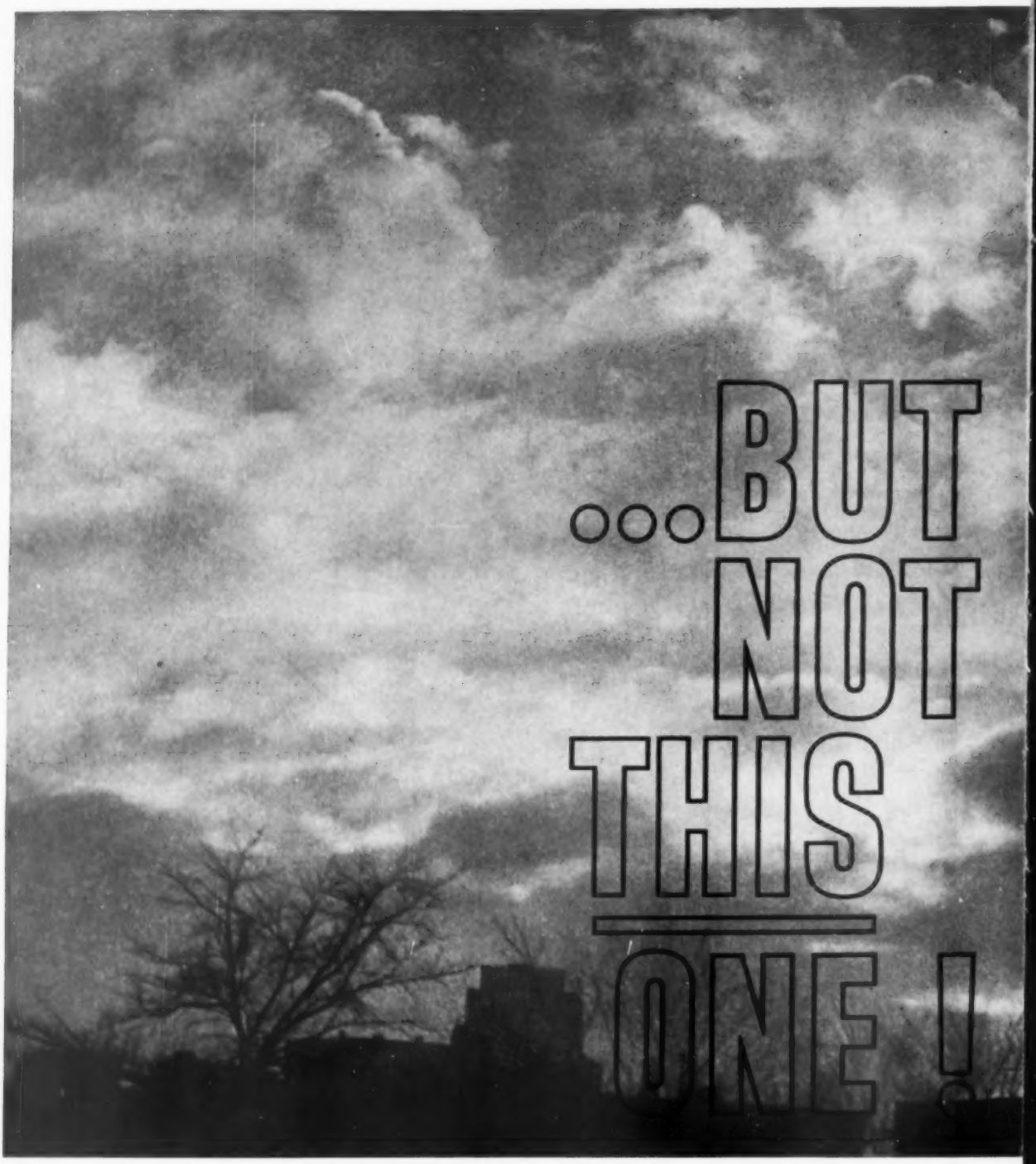
● *Can good service be consistently maintained?* Almost certainly, "Yes."

Greater volume will justify more solid trailer trains, which may be fairly common a year from now if traffic continues to grow at anything like its present pace. Then, too, trailers can always be offloaded and moved on rubber to consignee's door or from railroad to railroad through congested terminals where switching might delay box car shipments.

Encouragingly, shippers, too, appear to feel that TOFC service is superior to box car service though not always better than truck (see page 13).

A few doubting Thomases point out, of course, that there's a big difference

(*Continued on page 52*)



TODAY'S busy commercial traffic executive has his finger in more pies than the boss man in a bakery. But you won't find any "pie in the sky" on the list. The matters that concern him are practical, down to earth. Rates and routings . . . packaging . . . warehousing . . . loading . . . even a new plant site selection—these are but a few of the many problems that may cross his desk these days.

Why so many? Because modern industry is realizing, more and more, that the judgment, experience and skill of a competent traffic executive are invaluable assets in countless decision-making areas. They are essential to

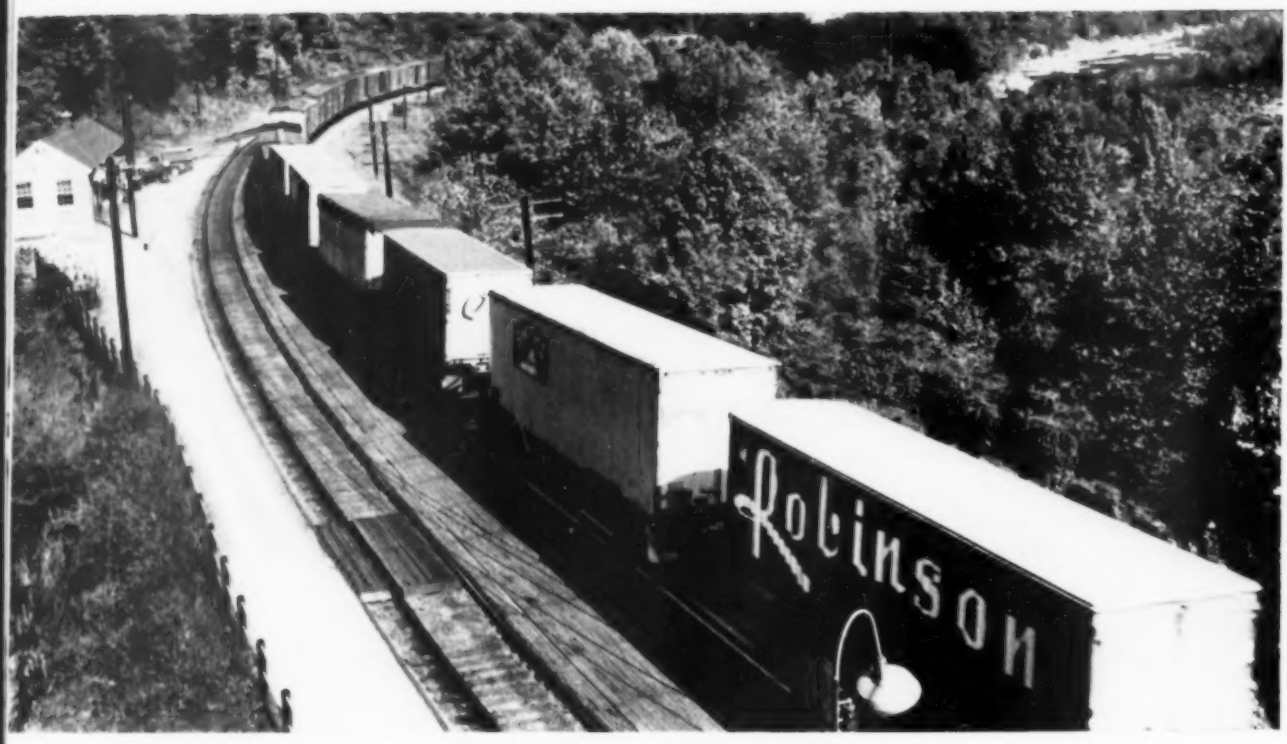


a good top-management team. And with this recognition has come a new regard – – and increasing rewards – – for the industrious and able traffic executive.

This advancement has been hard-earned and we, on the Southern Railway System, know from our own experience it is well deserved.

We join with industry in a sincere salute to a man whose energy and capabilities are indispensable to both of us – the commercial traffic executive.

SOUTHERN RAILWAY SYSTEM



SOLID TRAINS of TOFC cars may be common a year from now, if growth continues.

PIGGYBACK KEEPS ON GROWING (*Continued from page 49*)

between moving a few trailers between a few cities over one or two railroads and moving thousands of trailers between hundreds of cities over many railroads. Carriers, they say, will have to keep on the ball, or TOFC will quickly lose its initial service advantage over conventional traffic. But one eastern railroader, who's been in piggybacking since it began, answers them:

"We interchange with 40 roads; have no service problems. We consistently get sixth-morning delivery, New York to the Pacific Coast."

And the heavy consensus of opinion seems to be that more traffic means better—not poorer—service. In fact, says the traffic vice president of a western railroad:

"I can see the day when we may be running solid piggyback trains of up to 50 cars on passenger train schedules at a premium charge."

● *Is it time to standardize equipment?* Probably "No."

Admittedly, a lot of progress has been made toward it. The ACF hitch, for example, has won wide popularity; an eastern road's unloading crew recently told a Railway Age editor that it, on the Pullman [4S-4PB] car, "makes the simplest rig we've worked with yet." And officers of Trailer Train Co. think their more than 3,000 cars represent virtual achievement of standardization on what they consider "the best devices and equipment now available."

On the other hand, some progress has been made away from standardization. U.S. roads tend to go to the two-trailer length on new cars; Canadian roads favor one-trailer cars. Expanding Flexi-Van is only semi-compatible with straight piggyback. (Flexi-Vans plus bogies can be handled on regular PB cars; Flexi-Van cars can't take conventional trailers.)

Something Better to Come?

Perhaps the best single answer comes from a man who says:

"Being against standardization is almost like being against motherhood. But I still feel we haven't seen everything yet; that something better than anything available today may be in the offing.

"Meantime, we're geting along with systems which, though possibly somewhat inefficient in relation to each other, are certainly not incompatible" (e.g., Clejan, TTX, converted flats with chain tie-downs). It would be better, this man thinks, to go along like that for a while than to try to standardize now on something "which might be less than the best."

He may be right. At least one new manufacturer may enter the field. And TTX men, as highly as they regard their present equipment, are fully open-minded on possible future improvements.

● *Is it time to set per diem fees on equipment?* Definitely, "Yes."

There seems to be almost universal agreement that piggyback is now too big to be administered much longer by differing agreements between individual lines. There's real need for uniform interchange rules and regulations, and per diem fees, to simplify both management and accounting. This in turn means some uniform trailer identification system.

● *What piggyback systems are most likely to succeed?* Going out on a limb —Plan III.

Plan I seems to be falling into disfavor with some railroads. Five years' experience has demonstrated, Eastern roads told the ICC in the 32533 case, that "Plan I is only being used by motor carriers for business they do not have drivers or equipment to move over the highway. . . . It just will not attract a substantial portion of over-the-road business at any price." Another railroader dislikes Plan I because, under it, "we give our enemies—truckers—a

(*Continued on page 72*)

Paper Work

a transportation job Great Northern knows reams and reams about

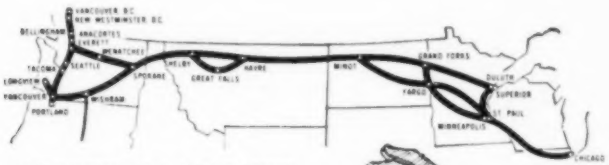
From the vast forests of Washington, Oregon and British Columbia come billions of pounds of paper so essential in this age of rapid communication.

Great Northern provides economical transportation of logs from which are made many of the products used in our every day living—building materials, shingles, pulp and paper.

Paper and related forest products are mighty important to Great Northern. Over the years we've developed special knacks of meeting paper manufacturers' shipping needs. We are equally skilled at transporting other basic commodities—iron ore for the hungry steel mills, wheat for the nation's millers and bakers, apples to grace the nation's tables.

Our diversified commerce is, indeed, one of our great strengths, a strength we derive from the rich and varied resources of the region we serve.

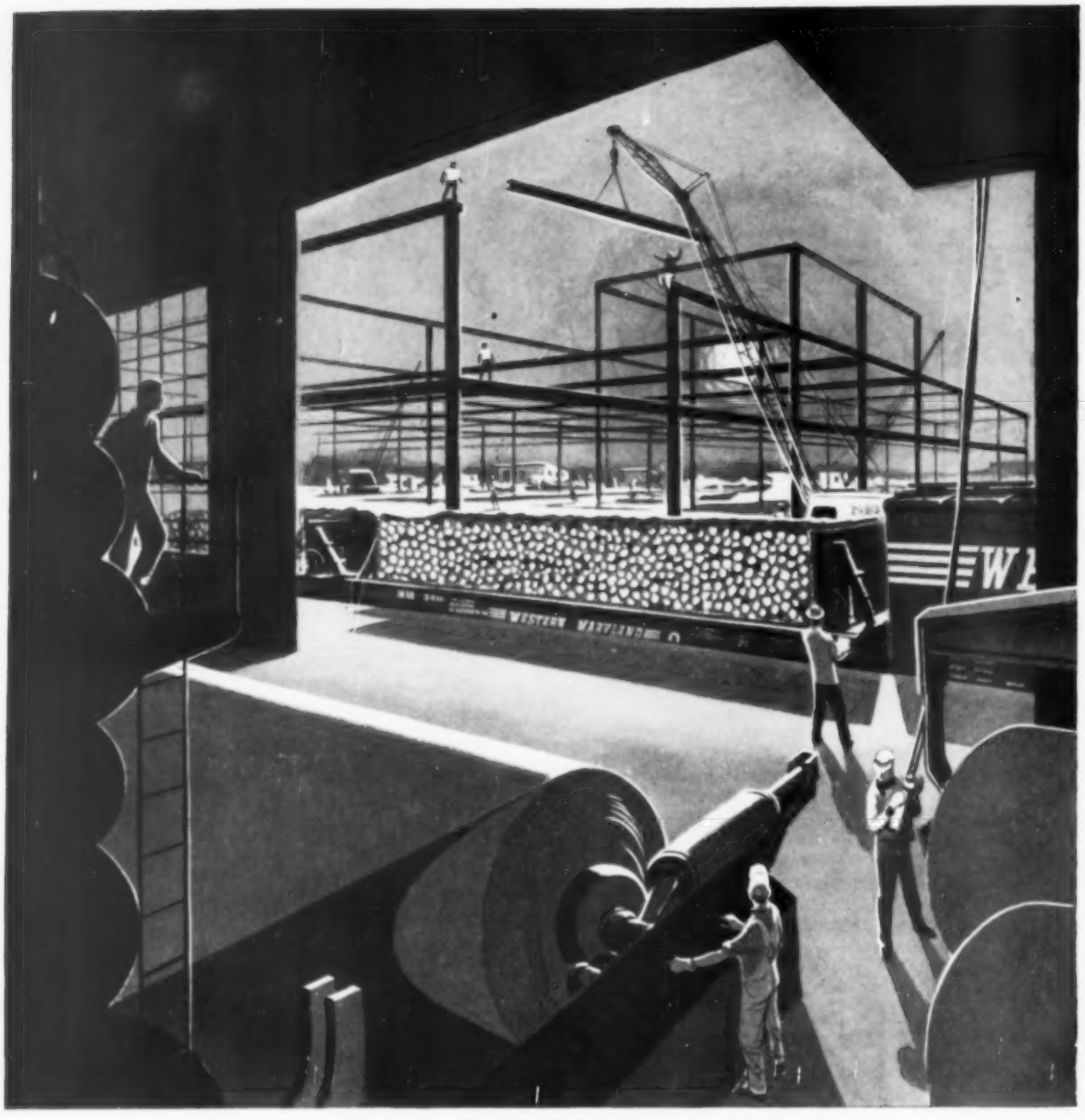
Which of our many shipping skills interests you? Let us tackle the problem.



Offices in principal cities of U.S. and Canada

GREAT NORTHERN RAILWAY

Write:
G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.



Paper giant doubles its punch in Maryland!

One of the most vigorous companies in the nation's fast growing paper industry is Westvaco – the West Virginia Pulp and Paper Company.

This $200-million organization has doubled its annual sales since 1950. Each year Westvaco plants produce nearly one million tons of paper, board and other products of pulp.

But that's still not enough. To meet the ever booming demand for its white paper products, Westvaco is now *doubling* its enormous plant in Western Maryland.

Why Western Maryland? For several sound reasons: Labor conditions are favorable. Wood is plentiful. Water is of good quality. Coal is near and power is economical. But important, too, is quick and easy access to the markets, and the efficient transportation Westvaco enjoys because it is located on the Western Maryland Railway.

If *you're* exploring plant locations, phone or write us. We can tell you quickly how well Western Maryland country can meet your needs.



300 St. Paul Place, Baltimore 2, Md. – Short Cut for Fast Freight

Piggyback Pays Its Own Way

Does piggyback pay its way? Specifically, does it produce enough gross revenue to yield some net after payment of all applicable costs? Is it producing new business—and therefore new income—for the railroads?

Best answers now available appear to be "Yes," on all counts.

That "Yes" is particularly positive as to Plans III and IV, on which a relatively large volume of cost data is available. Although comparatively new, the simplicity of these plans makes them easy to analyze—and they have been studied with special care in connection with ICC Docket No. 32533 (see page 49).

Plans III and IV

The brief filed in that case by Eastern railroads had this to say about the relation of Plan III and IV revenues and costs:

"The revenue contribution above out-of-pocket costs, between Chicago and Eastern points [for Plan III rates at 50 cents per car-mile via the short rail route] ranges from $108.25 to $198.79 per car. A similar revenue margin exists on movements to and from St. Louis, with the revenue contribution above cost ranging from $132.94 to $239.08. On Plan IV movements to the Southwest [at 40 cents per car-mile via the short rail route] the per-car revenue contribution above out-of-pocket cost ranges from $311.40 to $379.19. The out-of-pocket figures include a 4% return after income taxes on 50% of the road and 100% of the equipment, in accordance with the commission's Form A.

"While defendants believe that out-of-pocket costs are the only meaningful basis for appraising rates designed to compete with other forms of transportation, they have also shown fully distributed costs both excluding and including the passenger and LCL deficits. In only two instances does the rate in question fall below the fully-distributed costs including *all deficits* and in those instances—multi-line circuitous routes from Springfield, Mass., to Chicago and East St. Louis—the rate fails by less than $10.00 per car to cover fully-distributed costs including the deficits."

In the same proceeding (32533), Western railroads presented cost figures to support their Plan IV rates from Chicago to Seattle, Portland, San Francisco and Los Angeles. They concluded that minimum revenue ($924.00 per car) would exceed out-of-pocket costs by from $378.36 to $491.92 per car; exceed fully distributed costs by from $107.22 to $241.23 per car—the precise amount in each case depending on length of haul to the various destinations and weight combinations of equipment used.

There are plenty of other facts to support those conclusions. For example:

- At 50 cents per car-mile, for a relatively simple operation involving little or no terminal or intermediate switching, Plan III rates are higher than the average revenue of 47 cents per loaded freight-car-mile received by all railroads in 1958. The Plan IV rates (40 cents per car-mile, with the shipper furnishing the car) at least equal that overall average—again for an extremely simple operation in which the railroad does nothing but haul the car from ramp to ramp.
- Both Plan III and IV rates, as the National Industrial Traffic League pointed out in its 32533 brief, "are on a substantially higher level, revenue-wise, than the all-commodity rates subject to streamlined Rule 10" approved by the ICC in Docket No. 31006.
- An individual eastern railroad, after a careful cost study of a much shorter Plan III move, concluded that revenues would exceed expenses by 29.81% to 47.91%.
- A railroad witness in 32533 (R. W. Talbot, general manager—freight rates, of the Pennsylvania) made the flat statement that Plan III earnings "produce a substantial contribution to net. I can say without hesitation that the Pennsylvania Railroad would be prosperous, if any substantial portion of our overall traffic produced line-haul earnings of this magnitude."

Plans I and II

As to Plans I and II, the revenue-cost picture isn't quite so clear. Mr. Talbot shed some light on it in his statement that Plan III "produces car-mile earnings on an equivalent basis which are about 50% higher than the Plan I earnings and substantially higher than the Plan II earnings." This is almost exactly confirmed by information from a western road, that it makes, after expenses, about $110 per trailer under Plan I; $55 under Plan II, and $150 under Plan IV.

Understandably, too, the railroads' Plan II costs (and earnings) would fluctuate far more widely than their Plan I, III or IV costs. That's because, under all the latter plans, the trailers—like passengers—come to the railroads, without expense to the latter. Under Plan II, the railroads have to go and get—and subsequently deliver—trailers, at costs which vary widely city to city and even within the same city. Railroads with loading ramps in northern New Jersey, for example, may be able to pick up a Plan II trailer originating in, say, Jersey City, for as little as $10; may have to spend $100 to get an almost identical trailer from New York City's Brooklyn or Bronx boroughs. For cost studies most New York roads use an average of from $45 to $60 per trailer—which is still high by comparison even with Chicago's $30-$37 average, and very high against costs in smaller cities.

These costs can be absorbed, of course, more easily on long hauls, which makes Plan II essentially a long-distance service. But both Plans I and II have the intangible advantage of swelling total TOFC volume and thus helping to justify efficient facilities and equipment, and in some cases, fast through train service.

Terminal Costs Vary Widely

It's the wide variation in trailer pick-up and delivery charges—and lesser variations in other figures—that make railroad cost analysts despair of coming up with any reliable data as to the overall profitability of piggyback. There are, they say, just too many railroads providing the service under too many different plans, between too many different points and under too many varying conditions, to make any single figure meaningful.

It's easier, of course, on individual movements. There, the ICC's Form A, adjusted as necessary for local conditions, permits fairly close figuring—given time and personnel to make the analysis. Most railroads do, in fact, use that form, though some cost men feel it tends to overstate true costs. That, in a way, may be an advantage. "If," one man points out, "a rate can be justified on the basis of Form A, then that rate is amply warranted, because the real difference between rates and costs is greater than Form A shows."

Some railroads, however, have developed their own methods of piggyback cost study. The Southern Pacific, for example, uses its own "Directly Assigned and Unit Cost Method." This

(*Continued on page 58*)

PHILADELPHIA— "On the Seaboard!"

True "main line" service for shippers and receivers in the Philadelphia area is provided by these freight traffic representatives of Seaboard.

Thoroughly versed in shipping matters, they are ready at all times to assist you in finding the right answer to transportation problems. Call them in for consultation and get the benefits of their long and varied experience.

Ask them, too, about the Seaboard's newly established through piggyback service between Philadelphia and the Southeast.

And, if you're thinking about plant sites or distribution facilities in the thriving Seaboard Southeast, any of these representatives can quickly obtain for you comprehensive, up-to-the-minute facts — in confidence and without obligation.



MORGAN P. GIBSON
General Agent



OSCAR L. HOLLOMON
Assistant General Agent



LOUIS J. FINK
Commercial Agent



STEPHEN A. SAYLOR
Commercial Agent

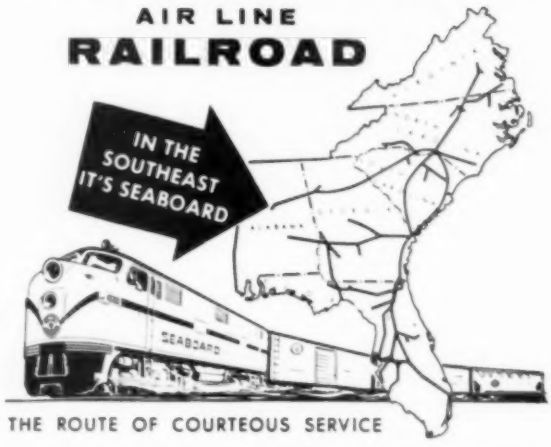
Remember, a local telephone call and you're "on the Seaboard!"
In PHILADELPHIA
LOcust 3-8038
307 Transportation Center

NATION-WIDE! OTHER SEABOARD FREIGHT REPRESENTATIVES ARE SITUATED IN:

BALTIMORE, MD.	5-7 So. Calvert St.	LExington 9-3920
BOSTON, MASS.	80 Boylston St.	LIberty 2-4700
BUFFALO, N. Y.	1524 Rand Bldg.	MOhawk 7152
CHATTANOOGA, TENN.	1015 James Bldg.	AMherst 6-3758
CHICAGO, ILL.	1460 Marquette Bldg.	STate 2-2195
CINCINNATI, OHIO	1803 Carew Tower	MAin 1-5061
DETROIT, MICH.	1207 Lafayette Bldg.	WOodward 2-8404
HOUSTON, TEX.	5958 Beldart	MIssion 9-2573
KANSAS CITY, MO.	1204 Fairfax Bldg.	VIctor 2-4747
LOUISVILLE, KY.	320 Heyburn Bldg.	JUniper 4-3413
MEMPHIS, TENN.	922 Exchange Bldg.	JAckson 6-7067
NASHVILLE, TENN.	830 Third Nat. Bank Bldg.	ALpine 6-7427
NEW ORLEANS, LA.	914 Hibernia Bk. Bldg.	JAckson 5-7888
NEW YORK, N. Y.	1478 Woolworth Bldg.	WOrth 2-1180
PITTSBURGH, PA.	953 Union Trust Bldg.	ATlantic 1-1159
ST. LOUIS, MO.	1921 Rwy. Exchange Bldg.	MAin 1-1894
SAN FRANCISCO, CAL.	P. O. Box 548	(Belmont) LYtell 1-1229
TULSA, OKLA.	5906 E. 26th Place	TEmple 5-3130
WASHINGTON, D. C.	1001 Connecticut Ave.	REpublic 7-8287

. . . and of course at principal points in the six great states served by Seaboard.

SEABOARD
AIR LINE RAILROAD



THE ROUTE OF COURTEOUS SERVICE



POWER*

exclusive T-POWER construction stops track creepage with up to 5 times more bearing area

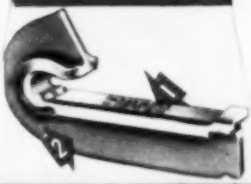
Holding the rail in a vise-like grip, the IMPROVED FAIR rail anchor bears against the tie, tie plate or both. When the stresses of traffic or thermal changes occur, T-POWER stops track creeping cold. Up to 11 square inches of bearing area help to do the job better–Result: Holding power is increased; tie life is extended; maintenance costs are reduced. And, IMPROVED FAIR rail anchors can be applied with maul, sledge or by machine...Get the complete T-POWER story...Write for descriptive literature.

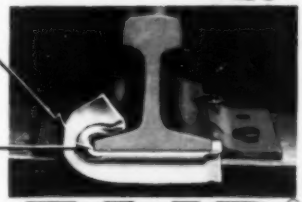
T-POWER means MORE HOLDING POWER

Two full length bearing surfaces give greater resistance to movement.

1. Complete length of T section *rib bears against tie plate* — fits perfectly between rail and tie.

2. Stem of T section *bears against tie* — Inside angle between rib and stem is rounded to compress tie fiber; prevents cutting of tie.





STRIKING FACE provides a perfect target for fast, accurate application . . .

OVERDRIVE STOP assures proper application — everytime. Custom manufactured to fit all types of rail regardless of condition.

* Trademark

IMPROVED FAIR® RAIL ANCHOR

THE P. & M. CO.
Division of Poor and Company
CHICAGO • NEW YORK • DENVER • ST. LOUIS • BOSTON
ST. PAUL • WASHINGTON • SAN FRANCISCO • MEXICO CITY

PIGGYBACK PAYS ITS OWN WAY *(Continued from page 55)*

is designed to reflect actual wages, fuel and other expenses that may be directly assigned to particular traffic or to particular engine districts. The SP considers this approach "to be much more sensitive than Form A because of the wide extremes in operating conditions" over which the company operates.

Objective of the SP's method is "to develop costs based on reasonably attainable volume" and thus "to produce rates which will attract traffic so operations will reach the point of being reasonably efficient."

Regardless of exact costing techniques, however, railroad men as a group have no doubts about the overall profitability of piggyback. Some types, and some particular operations, are, they feel, more remunerative than others—but that's equally true of conventional rail service. Plan II terminal trucking costs have to be, and are being, closely watched. But the consensus of opinion is that piggyback, overall, is definitely a paying proposition.

Best of all, and with equal unanimity, railroad men feel it is producing new business—which the railroads wouldn't be handling at all without TOFC service; business which has been reclaimed from common, contract or private motor carriage; or business which has been kept on the rails in the face of highway competition. A few railroaders back up their general statements by citing chapter and verse on specific movements—but they do it off the record.

Forwarder Traffic Less Costly

The only type of piggyback business which appears to have been diverted in any substantial quantity from box car movement is forwarder freight. And everyone who discusses that topic says such diversion is a good thing for the railroads.

Why this is true is illustrated by testimony given to the ICC in the 32533 case by D. S. Greer, manager, stations, Pennsylvania. It costs his company, Mr. Greer said, only $19.37 to get a loaded Plan III piggyback car into a road train, ready to roll, at its Kearney, N. J., TrucTrain terminal. It costs $180.00 to get the same amount of revenue freight loaded into three box cars at the road's 37th street terminal in Manhattan and then get those cars switched, floated and reswitched into a road train in New Jersey.

Here's another example, also cited by Mr. Greer:

"A forwarder shipment originating at New York destined Chicago, for unloading by the Santa Fe, weighing 46.2 tons was loaded in seven cars and produced freight revenue to the Pennsylvania of $1,523.79. Terminal expenses at New York totaled $510.18, leaving revenue of $144.80 per car available to cover all other costs. A Plan III shipment moving between the same points and weighing 32 tons was loaded on one car and produced freight revenue of $451.50 less $37.56 terminal expenses, including both New York and Chicago, leaving a balance of $413.94 to cover line-haul expense."

Not all examples of comparative costs are as dramatic—but there seems to be general agreement that railroads can save money by handling forwarder traffic in trailers under Plan III rather than in box cars.

And there is definite agreement that piggyback is presently paying its way—and producing in the process traffic which is new to the railroads. Railroad opinion on that latter point is amply supported by the comments of industrial traffic managers who answered this month's Traffic Poll (p. 13).

Railroading After Hours with Jim Lyne



'PICKABACK'—George E. Dove, B&O's manager of trailer service, believes "piggyback" (properly "pickaback") in its present railroad meaning was first used around 1951 in court proceedings when the New Haven was seeking an injunction against the teamsters' union for alleged interference with the road's trailer-on-flat-car service. A truck-driver told of losing his job of driving a trailer between Boston and New York, because the vehicle was "piggybacked." Several searching questions by the court brought out the statement that this was the term truck drivers were then using to describe the movement of these trailers on flat cars, instead of over-the-road. Any further evidence on the use of this important word?

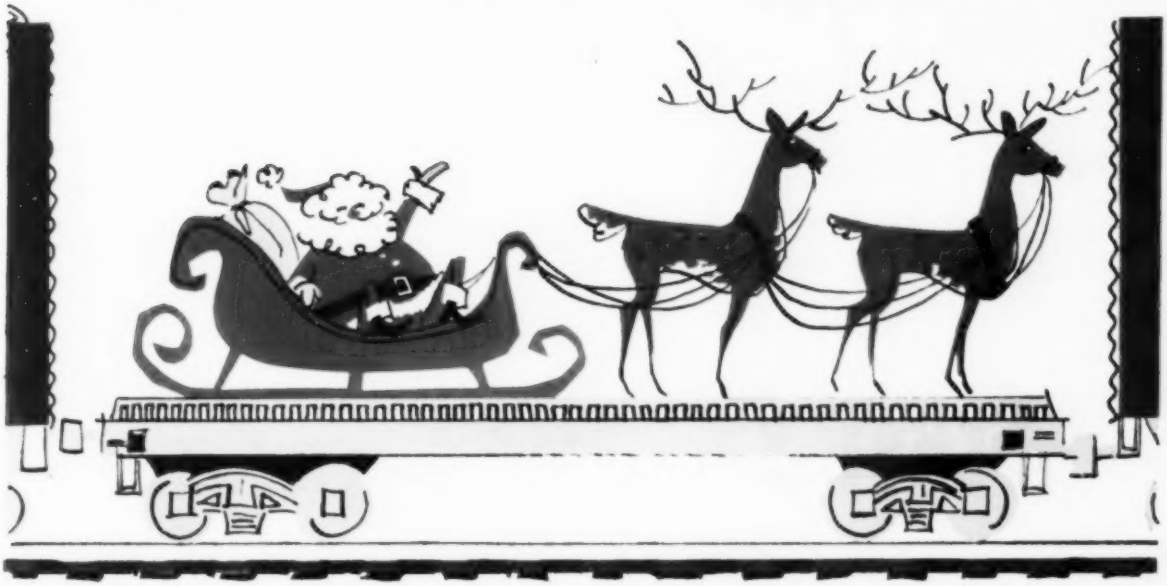
CLEVELAND FRENCH—On the matter of keeping up with railway progress in France—Pier Clifford, assistant to advertising manager of the C&O, has written me (in very good French) to say that he reads regularly the French magazine "La Vie du Rail" which keeps him up-to-date, not only on railway developments in France, but in other European countries as well. This magazine, as I recall it, deals more with the popular than the technical side of railroading.

I am still looking for railroaders on this continent, though, who have sufficient command of technical railroad French to understand fully such things as engineering description of electrification projects and explanations of tariffs and rates. There are plenty of Americans and English-speaking Canadians who can read literary French—but how many of them can fully understand railway French? That's where the real need is.

MORE ON GAGES—Stanley Borden of San Francisco and W. E. Robertson of Chicago are among many who have written to me on the question of narrow gage lines still in operation. The D&RGW's Alamosa-Durango-Farmington line heads the list with something less than 300 mi. Then there's the White Pass & Yukon, and an SP branch in California—besides several industrial and logging railroads. All these are 3 ft. The largest extension of narrow gage is the Newfoundland line of the CNR (3½ ft.).

On the subject of the scarcity of railroad fiction, Mr. Borden says that one reason so little of this writing is going on is that "you publishers will not print them." Here at Railway Age our railway publications have always been professional rather than intended for a popular audience. You can't blame a rooster for not laying eggs—that's not his business.

"THANKS FOR USING COAST LINE!"



Sincerest thanks
For all you've done
To make this year
Our nicest one!
To you and yours
We send good cheer,
Best wishes for
The coming year!

ATLANTIC
COAST LINE
RAILROAD

One of a series of advertisements featuring those in our organization whose pleasant duty it is to present our service to shippers.

MEET THE FOLKS WHO SELL OUR SERVICE

OUR TULSA TERRITORY *consists of the northeastern quarter of Oklahoma. Besides Tulsa, the larger cities are Bartlesville, headquarters for great oil companies; Ponca City, site of huge oil refineries; Muskogee, Sapulpa, Sand Springs, Okmulgee, Henryetta, and Pryor.*

Tulsa, a frontier hamlet in 1900, now is a virile metropolis of more than 300,000. With its big oil refineries and more than 850 firms engaged in every phase of the petroleum industry, Tulsa truly is the "Oil Capital of the World." The city's manufactures also include a wide diversity of other goods sold in world markets. Culturally, too, Tulsa is big-time, with its university, art museums, philharmonic, and civic opera.

In addition to refined petroleum, principal manufactures of our Tulsa territory include fabricated steel and steel products, oil field equipment, aircraft, mobile homes, chemicals, fertilizers, paint, brick, parking meters, glass and glassware, boxes, canned goods, spelter, textiles, and insulation.

Born a Texan, Joe Hardin, our Tulsa territory representative, has been a resident and enthusiastic booster of Oklahoma two decades. And we join Joe in that enthusiasm—especially for our good friends in the Sooner state who favor us with a share of their transportation business.

J. W. SCOTT
Vice President—Traffic
KANSAS CITY 5, MO.



JOE HARDIN *graduated from the University of Texas with a B. A. degree while working part time as law clerk and stenographer for the Court of Criminal Appeals at Austin. Employed by L&A as secretary, 1931; traveling freight agent, Ft. Worth, 1936; similar position, Tulsa, 1936, where he advanced to commercial agent, then to general agent, KCS-L&A, 1939. Appointed district freight agent, 1953.*

Three years military, returning in 1945 as major. Member Beta Theta Pi fraternity, Tulsa Club, traffic club, chamber of commerce, Quarterback Club. Past president Tulsa chapter Delta Nu Alpha Transportation Fraternity.





GEORGIA A. DIRHOLD *employed by Frisco, Oklahoma City, after attending Oklahoma Institute of Technology. Next was stenographer-clerk, Litchfield & Madison Railway, Tulsa. With KCS-L&A as stenographer-clerk since 1934. Charter member, and served as officer, in both Womens Traffic club and American Business Womens association, Tulsa.*

OUR TULSA OFFICE
505-6 Daniel Building Tulsa 3, Okla.



Better Diesel fuel economy

New Electro-Motive Needle Valve Injector

New fuel savings for General Motors locomotives containing 567 series engines is now possible with the new higher efficiency Electro-Motive needle valve fuel injector.

Two important advantages. Incorporating a differential needle valve arrangement, the new injector provides these advantages over present spherical valve injectors:

- *Improved initial automization for better combustion, higher thermal efficiency*
- *Reduction of wasteful after-dribble to lower specific fuel consumption*

With better combustion, there is less carbon deposit and the resulting higher thermal efficiency provides more useful power from each injection. The higher efficiency combined with reduced after-dribble provide increased savings in specific fuel consumption.

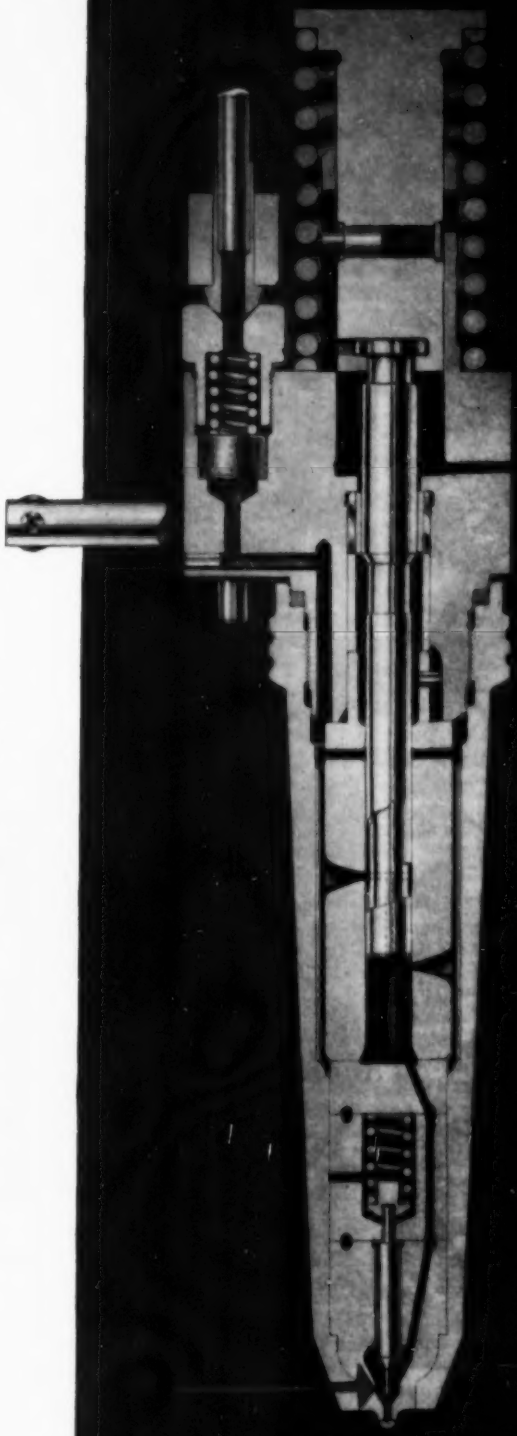
Old injectors converted. Spherical valve injectors in use on General Motors locomotives may be converted through Electro-Motive facilities to the new needle valve type. For details, contact your Electro-Motive representative.

GENERAL MOTORS
LOCOMOTIVES

ELECTRO-MOTIVE DIVISION
GENERAL MOTORS

La Grange, Illinois • Home of the Diesel locomotive

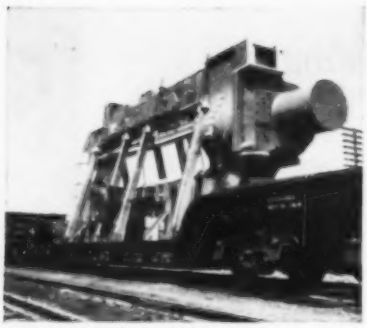
In Canada: General Motors Diesel, Ltd., London, Ont.



DIFFERENTIAL NEEDLE VALVE
Location of valve seat close to spray tip reduces after-dribble (fuel trapped between spray tip and valve) to absolute minimum. Increased valve pressure possible with new needle valve, insures complete automization for higher thermal efficiency of injected fuel.



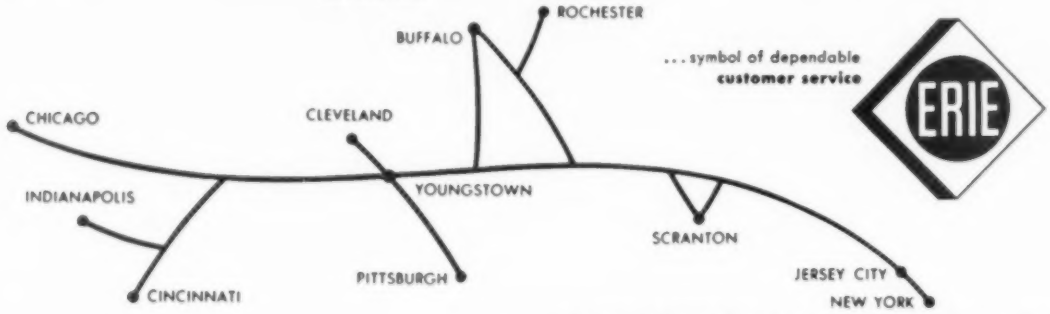
PIGGY-BACK trailers ride special king-sized Erie flats for faster, safer door-to-door service.



DEPRESSED CENTER FLAT CARS take the big loads, add more clearance inches to Erie's famous high and wide route.

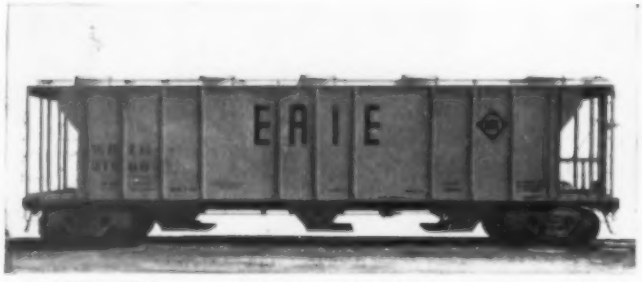


DF CARS like this one equipped for automobile parts are available for many purposes.

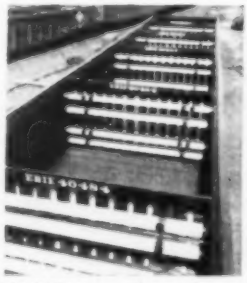


...symbol of dependable **customer service**

ERIE



COVERED HOPPERS carry animal feed, salt, cement, chemicals and numerous other commodities.



ELECTRODES move damage-free in this special car.



FLAT ROOF GONDOLA CAR protects coiled strip, flat sheet and other commodities requiring weather protection.

Fitted to your needs for safer, more efficient transportation

ERIE PRODUCT-DESIGNED EQUIPMENT

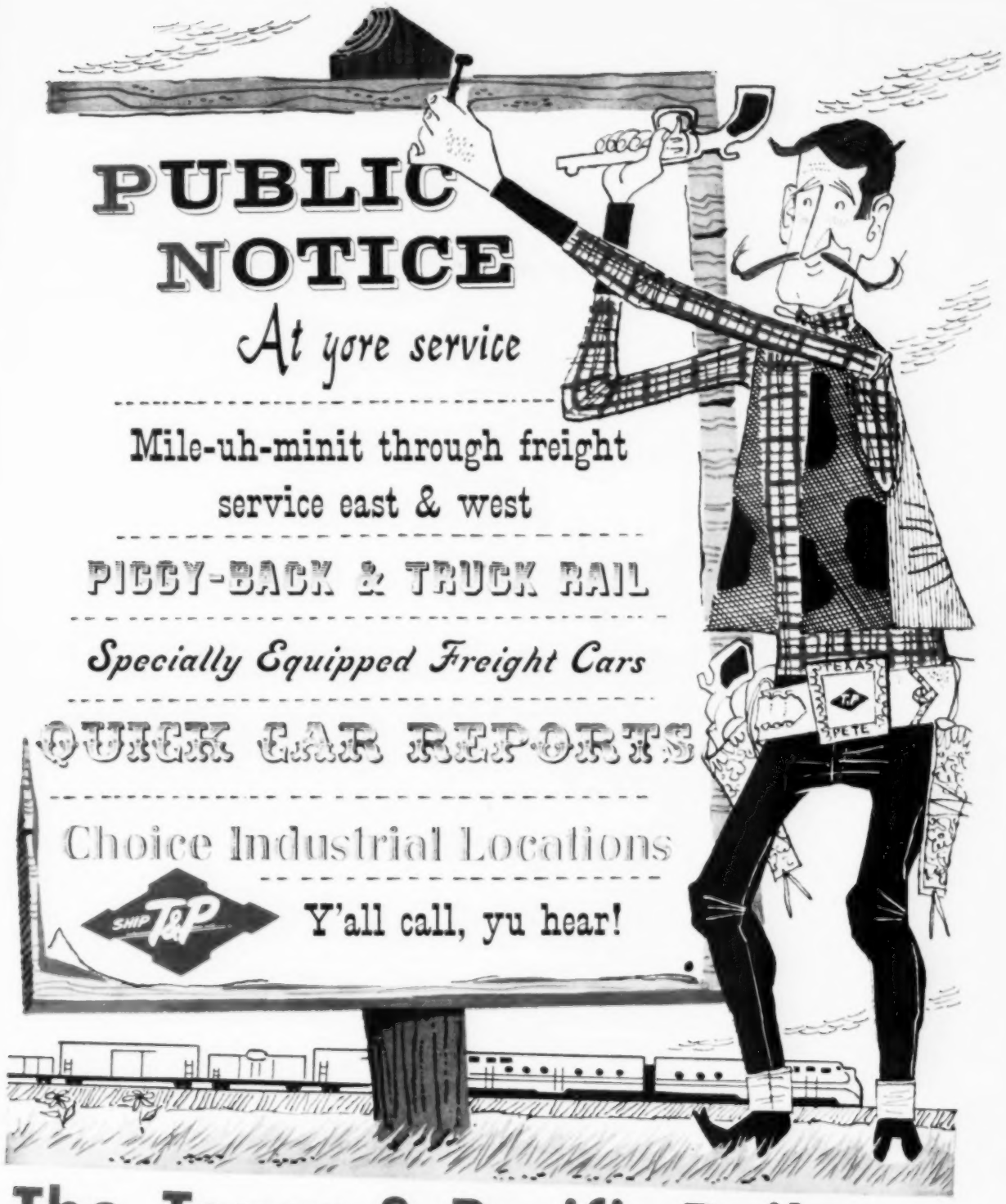
An important **customer service** of your local Erie representative is working with you to analyze your transportation requirements. And if your products can be handled more economically, or shipped more safely, using special equipment such as that shown here, he'll be the first to recommend it.

In fact, the wide variety of special Erie cars includes a number that were designed and developed through the teamwork of Erie men and their customers.

Fitting your shipping needs with more efficient, specially-designed equipment is another example of the kind of complete **customer service** you can count on when you "Route it Erie". To see **customer service** in action, call your Erie representative the next time you ship to or from the important industrial area served by the Erie.

Erie Railroad

Dependable Service For The Heart Of Industrial America



The Texas & Pacific Railway

ABILENE, TEXAS	OR 4-7036	DALLAS, TEXAS	RI 1-6533	LOS ANGELES, CAL.	MA 9-3156	SAINT LOUIS, MO.	CH 1-7060
ALEXANDRIA, LA.	4453	DETROIT, MICH.	TR 2-6665	MEMPHIS, TENN.	JA 6-5717	SAN FRANCISCO, CAL.	SU 1-4612
ATLANTA, GA.	JA 4-1712	EL PASO, TEXAS	KE 3-1436	NEW ORLEANS, LA.	JA 5-6251	SHREVEPORT, LA.	2-3155
BIG SPRING, TEXAS	AM 4-5541	FT. WORTH, TEXAS	ED 6-2363	NEW YORK, NEW YORK	RE 2-0334	TEXARKANA, TEXAS	2-6101
BIRMINGHAM, ALA.	AL 1-4132	HAVANA, CUBA	A-8652	OKLAHOMA CITY, OKLA.	CE 2-7295	TULSA, OKLA.	CH 2-4681
BOSTON, MASS.	LI 2-6195	HOUSTON, TEXAS	CA 4-2320	PHILADELPHIA, PA.	PE 5-2737	WASHINGTON, D. C.	NA 8-1484
CHICAGO, ILL.	RA 6-0313, 6-0506	KANSAS CITY, MO.	VI 2-5129	PHOENIX, ARIZ.	AL 3-0214	WINSTON SALEM, N. C.	PA 2-6304
CINCINNATI, OHIO	MA 1-1142	LITTLE ROCK, ARK.	FR 2-1285	PITTSBURGH, PA.	AT 1-1505		

People in the News

ALASKA RAILROAD.—**H. R. Phillips, assistant** property management officer, appointed superintendent of stores, Anchorage. **J. W. Miles,** property management officer, named general procurement officer. **J. M. Karterman,** assistant to property management officer, appointed assistant to general procurement officer.

Title of **Harold Bradford,** head special agent, changed to chief special agent, Anchorage.

Archie V. Leslie, brakeman-conductor, appointed acting trainmaster, Anchorage. **Jack L. Lindsey,** fireman-engineer, appointed acting road foreman of equipment—trainmaster, at Fairbanks.

Leslie D. Parmenter, local purchase clerk, Supply branch, appointed assistant superintendent of stores, Anchorage.

Howard Kohler, freight agent, appointed administrative assistant, stores, Anchorage. **Freeman S. Hyde,** assistant freight agent, named freight agent, Anchorage.

CHICAGO & EASTERN ILLINOIS.—**F. V. Towle,** freight sales manager, Nashville, Tenn., transferred to New Orleans, La., to succeed **R. J. Dupre,** resigned. **W. C. Stephens** named to replace Mr. Towle at Nashville.

DENVER & RIO GRANDE WESTERN.—**J. L. Wells,** district freight and passenger agent, Memphis, Tenn., transferred to Wichita, Kan., succeeding **K. N. Hohne,** transferred to St. Louis, to replace **J. M. Sinclair** (RA, Oct. 26, p. 57). **J. W. Barge** appointed district freight and passenger agent, New Orleans, succeeding **J. A. Stauffer,** who succeeds Mr. Wells at Memphis.

DULUTH, MISSABE & IRON RANGE.—**John M. Whalen** appointed purchasing agent, Duluth, Minn., succeeding **C. H. Wiles** who retired Oct. 31. **Norman H. Downs** appointed assistant purchasing agent.

FLORIDA EAST COAST.—**R. W. Wyckoff** appointed assistant director of personnel, St. Augustine, Fla.

ILLINOIS CENTRAL.—**Elias Lyman** named assistant freight traffic manager, Chicago.

JERSEY CENTRAL LINES.—**Thomas E. Tisza** named attorney at 143 Liberty Street, New York. Mr. Tisza had been in general civil practice with law firms in New York City.

LONG ISLAND.—**Homer E. Tomlinson** named passenger sales manager to head the new Tour, Sales and Reservation Bureau. **Don McPartland,** manager of the Train Information Bureau, appointed sales representative.

MARYLAND & PENNSYLVANIA.—**A. M. Bastress,** vice president and secretary, elected president and general manager, succeeding **J. B. Nance,** resigned. **Miss E. J. Kelley** elected secretary.

MILWAUKEE.—**G. F. Quinlan,** general agent, St. Paul, **Minn., transferred to Pittsburgh,** to succeed **E. E. White,** promoted (RA, Nov. 9, p. 36). **M. J. Martin,** traveling freight agent, Minneapolis, named to succeed Mr. Quinlan.

NICKEL PLATE.—**John J. Fitzpatrick,** assistant vice president—traffic (sales), Cleveland, **appointed vice president—traffic,** effective Dec. 1, succeeding **Sylvester J. Witt,** retired. **C. Gordon Cruickshank,** assistant vice president—traffic (rates), succeeds Mr. Fitzpatrick. **William D. Kelley,** freight traffic manager, San Francisco, Cal., transferred to Cleveland to supervise traffic agencies at Cleveland, Canton, Columbus and Cincinnati, Ohio; Buffalo, N.Y.; and Erie, Pa., which were formerly under the jurisdiction of **W. E. Erlenbach.** Mr. Erlenbach appointed freight traffic manager—sales, Cleveland, supervising sales activities of traffic offices at Detroit and Grand Rapids, Mich.; Pittsburgh, Pa.; Toledo, Ohio; and Wheeling, W. Va., formerly under jurisdiction of the late **T. A. Weybrecht. L. M. Curtin,** general agent, Seattle, Wash., appointed freight traffic manager—sales, San Francisco, succeeding Mr. Kelley. **R. S. Gilbert,** traffic representative, Los Angeles, succeeds Mr. Curtin at Seattle.

PENNSYLVANIA.—**Dr. A. Walter Hoover** appointed assistant medical director, Philadelphia, succeeding **Dr. Robert S. Ayerle,** resigned. **Dr. Alfred G. Cerchione,** regional medical officer, Lake region, Cleveland, transferred to the New York region, succeeding Mr. Hoover.

PITTSBURGH & LAKE ERIE—LAKE ERIE & EASTERN.—**J. J. Eash,** signal engineer, Pittsburgh, appointed assistant chief engineer there. Abolished position of engineer maintenance of way and the duties transferred to assistant chief engineer.

D. W. Shackley, superintendent communications, appointed superintendent signals and communications, Pittsburgh.

SANTA FE.—**Lawrence D. McFadden,** assistant to general manager of the highway motor transport department, Chicago, promoted to assistant general manager of the department. Mr. McFadden's successor is **Robert V. Hinderliter,** assistant general manager-personnel, Santa Fe Trail Transportation Co., Wichita, Kan.

SAVANNAH & ATLANTA.—**W. D. Cogdell,** train dispatcher, **Central of Georgia,** Columbus, appointed assistant superintendent, Savannah & Atlanta, Savannah.

SEABOARD.—**W. P. McCleaney** appointed assistant to general purchasing agent, Richmond, Va., succeeding **J. L. Brown,** retired. **T. M. Sweeny** appointed special assistant to general purchasing agent, Richmond.

SPOKANE, PORTLAND & SEATTLE.—**L. Z. Daniels,** master mechanic, appointed general mechanical superintendent, Vancouver, Wash., succeeding **D. J. Ritchie,** retired general superintendent motive power.

TEXAS & NEW ORLEANS.—**Paul D. Robinson,** superintendent, Los Angeles, named to the newly created position of assistant to vice president, Houston, Tex.

A. J. Goodson appointed manager, data processing, Houston, Tex., to succeed **John Hoop,** auditor, mechanized accounting department, who retired Oct. 31. **J. M. Halliday** named assistant manager, data processing.

R. H. Hubbard appointed district freight and passenger agent, Shreveport, La., to replace **L. L. Tomme,** who retired Oct. 31.

WESTERN WEIGHING & INSPECTION BUREAU.—**E. J. Clark** named assistant manager, Chicago, succeeding **D. J. O'Connell,** promoted (RA, Nov. 16, p. 25).



John J. Fitzpatrick
Nickel Plate



L. M. Curtin
Nickel Plate

OBITUARY

Carl Nyquist, 82, retired vice president and treasurer, **Rock Island,** died Nov. 21 at Banning, Cal.

George C. Wright, 78, who retired in 1956 as president of the **Minneapolis, Northfield & Southern** at Minneapolis, died Nov. 14.

Industrial Traffic

Walter N. Seaby, director of traffic, Victor Chemical Works, Division of **Stauffer Chemical Co.,** has been named director of transportation of Stauffer, at New York, succeeding **John S. Carlson,** who has been appointed sales vice president of **Shippers' Car Line division of ACF Industries, Inc. Theodore J. Kessler,** assistant director of traffic of Victor Chemical Works, has been promoted to general traffic manager, Chicago.

James L. Gibboney, vice president of **Nalco Chemical Co.,** Chicago, and head of the transportation and overseas division, will increase his activities in the organization's international and general management operations. **Robert G. Bielenberg,** assistant vice president, has been appointed manager of the transportation division.

T. C. Maurer, assistant general traffic manager of water transportation for **Owens-Illinois Glass Co.,** Toledo, Ohio, has assumed additional responsibilities for the company's rail transportation.

William W. Allen, Jr., general purchasing agent, **Owens-Corning Fiberglas Corp.,** Toledo, has been appointed director of transportation. **Joseph M. Carey** continues as general traffic manager—rail.

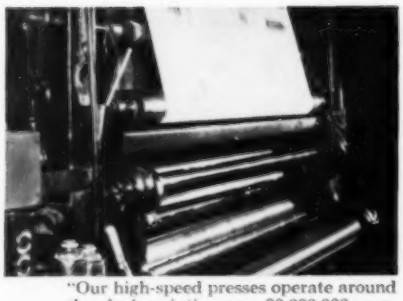
Raymond A. Ennis, has been named general traffic manager the **Nestlé Co., Inc.,** White Plains, N.Y., succeeding **Clarence Roxby,** who retired a month ago, but is completing a series of special studies for the company.

Edmund A. Senghas, assistant general traffic manager, **National Biscuit Co.,** New York, has been named general traffic manager. **Arthur G. Olsen,** staff assistant, succeeds Mr. Senghas. **Gerald T. Robson,** manager—rate division, succeeds Mr. Olsen. **Thomas L. Steele,** assistant manager—rate division, has been promoted to manager of that division. **Thomas D. Rose,** transportation analyst, named assistant manager—rate division.

D. N. Reed has been appointed traffic manager of the **Quaker Oats Co.,** at Marion, Ohio. Mr. Reed will be responsible for traffic activities relating to Marion production and distribution facilities, and Quaker's Peoria, Ill., distribution center.

"Flexi-Van meshes right into our production system"





"Our high-speed presses operate around the clock, printing over 30,000,000 magazines and catalogs per month."



"This is one continuous operation from presses to binding and straight on out to waiting car or Flexi-Van."



"When I see those bundles go into a Flexi-Van, I know they will be on the newsstand exactly on schedule."

says Kathryn Mandlehr,
Director of Transportation,
Fawcett-Dearing Printing Company
Louisville, Kentucky.

"There is literally no storage room in our plant. As the millions of magazines and catalogs pour off our presses, there is no place for them to go but *out*. So one of the things I like about Flexi-Van is that there is always a Van at the dock when I need it. The other big advantage is that I know the shipment will arrive in Pittsburgh, or Boston, or New York exactly on schedule. That's important when you're meeting publication dates. I use Flexi-Van wherever possible and expect to use it more as service becomes available."

New York Central Railroad

Write: R. L. Milbourne, Director of Flexi-Van Sales and Service, N. Y. Central, 466 Lexington Avenue, New York 17, N. Y.



Your freight is loaded, locked in under your supervision.



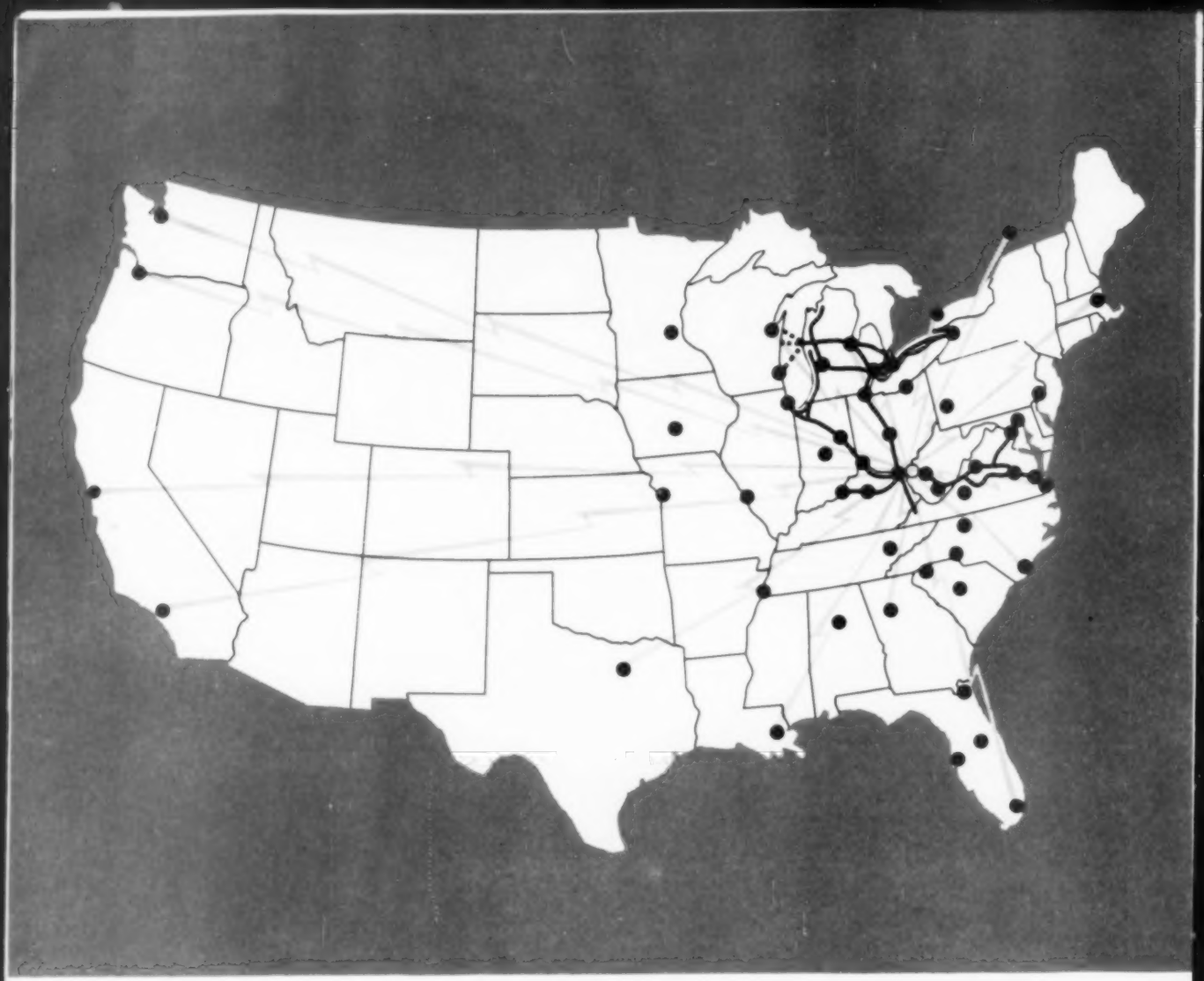
Van boards freight train at trackside. Transfer time, 4 minutes.



Shipment rides low, well cushioned aboard high-speed cars.



Beats trucks on long hauls. Two pick-ups or three deliveries.





gives you quick, accurate C&O car reporting across the nation

CLIC means Car Location Information Center—C&O's reporting service for shippers on any car on its 5100 mile system . . . in a matter of minutes. This miraculous combination of electronic tape, teletype, and alert C&O people, furnishes a dependable report on *your* car, where it is, where it's going, when it will get there.

CLIC is a *personal* service, supported by a coast-to-coast, Canada-to-Gulf network of 56 C&O freight traffic offices. It is only one of C&O's modern facilities for safer, faster handling of merchandise freight.

CLIC prompt reporting can benefit you in several ways. In scheduling production and manpower. In inventory control. In strategic merchandising of perishable goods. In emergency destination changes, or planned diversion.

Specify your shipment over The Chessie Route, and see how CLIC works to your advantage.



Chesapeake and Ohio Railway

TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C&O . . . AND WATCH IT GO!

MECO LUBRICATION

extends life of wheel flanges and rails

UP TO 4 TIMES!



Standard Single Rail Type MECO Lubricator

new model MC MECO lubricator
has fewer working parts, more positive action!

Give rails and wheel flanges the life-lengthening protection of MECO Lubrication where it counts—in the metal-eating, critical wearing areas. Curves, grades switch points, running rails, guard rails, on main line or yard, all benefit from the wear-absorbing cushion of grease distributed in just the right amount from the MECO Lubricator.

And with the new Model MC MECO Lubricator you get design advancements for more positive action, uniform grease distribution, easy-to-get-at adjustment control, and simple to maintain construction.

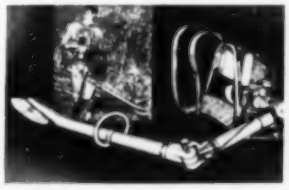
Over 30 years of experience in the design and manufacture of Lubricators assures you of proven-dependable performance.

Write today for the new MECO Lubricator Bulletin MC!

Maintenance Equipment Company



MACK REVERSIBLE SWITCH POINT PROTECTOR
Prolongs the life of switch points about 4 times; then is reversed and again extends the switch point life for another similar period.



BRUSH CUTTER
Cuts right-of-way maintenance costs. One operator can do the work of eight men using brushhooks or scythes. Extreme maneuverability.



MECO POWER RAIL LAYER
Reduces labor cost to minimum in laying Standard Rails, Long Rails, Continuous Welded Rail. Requires a machine crew of only 3 or 4 men.

R-7691

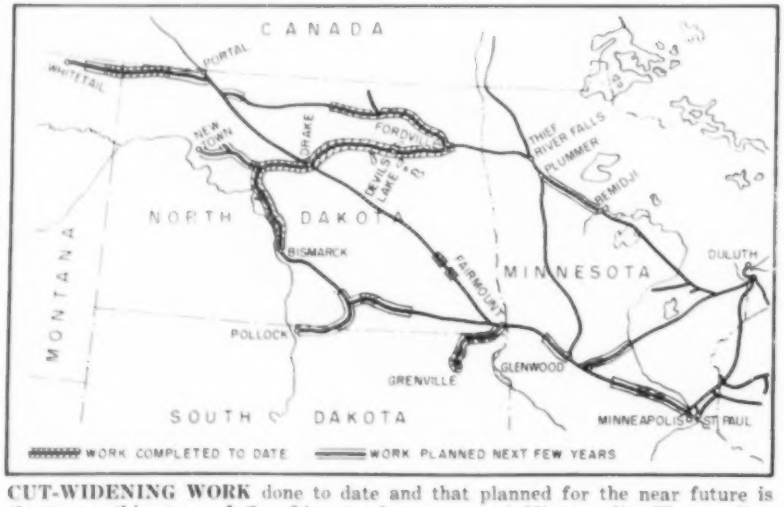


GRADING UNDER WAY in cut on Whitetail line near Raymond, Mont. Slope on left side has been completed except for final dressing being done by motor grader in background. Work has just begun on the right slope.

Soo Line Beats the Snow Drifts

By M. H. DICK
Engineering Editor

► The Story at a Glance: The Soo Line is out to lick the problem posed by snow accumulation in cuts. Its weapon is a long-range program, now in its eleventh year, to reshape cuts in snow territory by giving them side slopes of 5 to 1. Purpose: to give the wind a clear sweep across the right of way. Results: fewer train delays, lower overall snow-fighting costs, as well as better drainage, improved visibility.



CUT-WIDENING WORK done to date and that planned for the near future is shown on this map of Soo Line trackage west of Minneapolis. The grading outfit worked this year on the branch line that extends to Whitetail, Mont.

The snow storms that swirl across the territory served by the Soo Line are as heavy as ever.

The record snows that fell earlier this month on parts of the northern Great Plains, including areas in the Dakotas and Montana, attest to the accuracy of this statement.

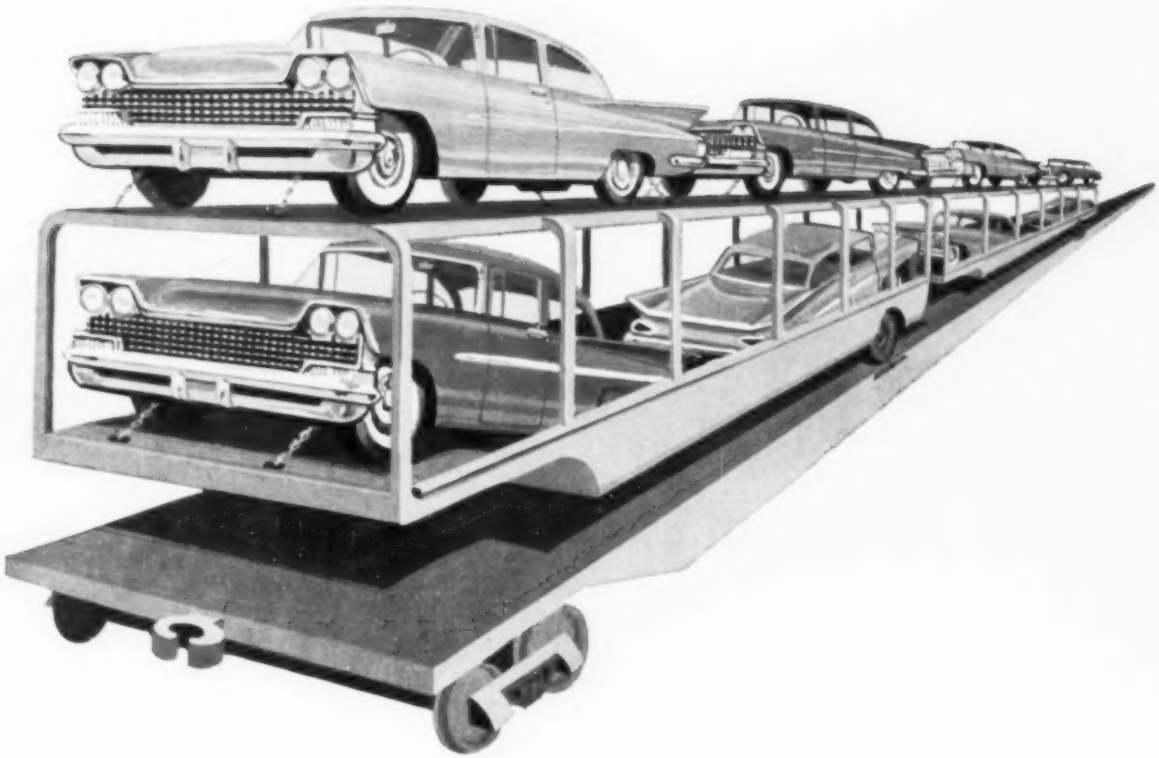
Yet each year these storms lose some of their power to hamper Soo Line operations. It's all because of a long-range program the road has had under way for 11 years to flatten side slopes in cuts. Wind-borne snow is thus more apt to be carried across the right of way instead of piling up in the cuts to become an obstacle to the passage of trains.

Ever since 1949 a grading outfit has been whittling away at the task of cutting back the slopes of cuts in Minnesota, North Dakota and Montana. And plans are for the program to be continued until all cuts in snow territory have been streamlined.

The quantities moved from individual cuts are not large, but in the 11 years the program has been under way they have totaled up to a whopping 6,000,000 cu yd. The cost has been about $1,250,000.

(Continued on page 70)

SHIP IT PIGGY-BACK



Brand new autos, passenger or freight...
In trailerloads, mixed or straight...
whatever you have to ship—*big* or *small*,
short or *tall*—*fragile* or *rugged*,
ship it ***fast*** and ship it ***sure***
SHIP ***IT*** ON THE FRISCO...PIGGY-BACK!

To the Southeast and Southwest—
425 powerful FRISCO diesels speed
your shipments to destination
safely, surely...on time!

Your freight arrives when you want it...
reaches its destination when it's *due!*

Call your FRISCO Sales Representative for that next PIGGY-BACK shipment—he'll show you why it's best to *Ship **It** On the FRISCO!*

FRISCO

5,000 MILES SERVING:

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA



PUSHER TRACTOR helps tractor-scraper unit pick up load in cut through gravelly soil.

SOO LINE BEATS SNOW DRIFTS *(Continued from page 68)*

The money, say Soo Line officers, has been well spent. The plowing of snow-clogged cuts, while not eliminated, has been greatly reduced in territories where the cuts have been reshaped. For example: Cuts on the line between Drake, N. D., and Fordville, 132 miles, have been streamlined. Formerly, this line couldn't be plowed within the 16-hr law. Now the line can be plowed in less than 16 hr.

Program Has Other Benefits

Another major benefit of the program is that train service on the lines where cuts have been widened is more dependable, and overtime of train crews has been reduced. Also, it has been possible to eliminate many miles of snow fences, and the cost of maintaining them.

There are additional benefits that have nothing to do with the snow problem. Better drainage, with greater roadbed stability, is one. Improved visibility at highway crossings and for motor-car operators is another. Soo Line officers feel these benefits are such as to justify much of the time and money spent on the work.

The map gives an idea of the amount of cut-widening work done to date and indicates the sections slated to be streamlined during the next few years. In programming the work the road's engineering department keeps four or five years ahead of current progress. The program is confined to the lines west of Minneapolis. Lines east of that city, where some cut-widening work was done years ago, are felt to be in pretty good shape, with little or no further work considered necessary.

Because of level terrain, the road's main line between Minneapolis and Portal, N. D., has caused little trouble. It's the secondary lines that have presented the major problem, primarily because they pass through numerous hillocks in a predominantly east-west direction, with the result that the cuts are more apt to become plugged with snow. Originally, the practice was to widen only those cuts in a given area that had a bad history of snow accumulation. Now most cuts that rise above the top of rail are included in the program.

Slopes are 5 to 1

A standard cut after being widened has backslopes of 5 to 1 (5 ft horizontally, 1 ft vertically), although slopes flatter than the standard are graded if a highway crossing is adjacent to, or intersects, the cuts. The purpose here is to promote visibility.

Formerly, the standard section for streamlined cuts called for a flat-bottom ditch 8 ft wide and 2 ft deep, which started 10.5 ft from the centerline of track. This year the road is trying out a new ditch section which provides for a V-ditch starting 9 ft from the centerline. The ditch has a depth of 2.5 ft below the base of rail, and both slopes are 5 to 1. Object of the new section is to improve drainage and reduce frost heaving. (See photo, p. 68.)

Variations from the standard have sometimes been required where the cut is too deep, or there is insufficient right of way, or for other reasons. In many instances additional right of way has been acquired to permit a standard slope. Some of the additional land has been purchased, but more recent practice is for the Soo Line's real estate department to arrange an easement, paying for the land if necessary but claiming no title to it.

Similar arrangements are made where additional land is needed for wasting. The availability of surplus excavated material has afforded the road an opportunity to promote good relations with local land owners through the construction of cattle ponds, nominal grading for roads and filling in low spots and swampy areas.

One Outfit Does It All

All of the cut-widening work is being done by a single grading outfit. Four Caterpillar D7-No. 70 tractor-scraper combinations, push-loaded by a fifth D7, do the excavating and hauling work. Still another D7 with bulldozer blade was added this year. Making short runs of 50 to 150 yards, the loaded scrapers generally dump the waste yardage in low areas along the right of way. After the tractor-scraper units have completed their work, a Caterpillar No. 12 motor grader moves in for final grading, ditching and bank sloping.

The equipment works two shifts daily. Kohler light plants provide illumination for night work. Stakes for the grading work are set by an engineering party that works about three miles ahead of the outfits.

As a rule, the grading outfit starts work in the spring close to Minneapolis, then moves to North Dakota or Montana as soon as the ground dries out sufficiently in those areas to permit grading work to proceed.

This year the outfit has spent much of the time working on a 17-mile stretch of line in Montana. During the season it moved an estimated 800,000 cu yd of silt and clay before winter closed in. At the end of each working season the equipment is taken to Glenwood, Minn., where it is thoroughly overhauled.

All of the cut-widening work so far has been in earth or loose gravelly earth. Newly graded slopes are seeded with a grass mixture at the rate of 50 or 60 lb per acre. The practice of seeding the slopes is related to the one item of increased maintenance resulting from the cut-widening program. This is the need for mowing the slopes with relative frequency to assure the effectiveness of the cut-widening work. However, it should be noted that the flatter slopes facilitate the mowing operation.

WHEN A TRICKLE OF SETTLERS BECAME A STREAM OF POPULATION



Posters like this replica from Union Pacific's museum announced the opening of the West for trade and settlement. In fact, rail expansion paced ahead of population and industrial growth. Union Pacific became a leader in encouraging development of the West.

Leadership in the West continues with Union Pacific's advancing methods in handling of freight. One of the largest fleets of mechanical refrigeration cars in the world is on Union Pacific tracks. New type hopper cars for bulk goods, and double-length flat cars for trailer units, are constantly being added to the fleet. Power units, traffic controls, electronic reporting, make another series of advancing services, all for one purpose—to provide the finest transportation in the West.

Whenever you ship . . .
remember the first in the West . . .

be specific . . . ship Union Pacific RAILROAD

better deal than we give our friends—shippers—under Plan II."

Plan II also has its shortcomings. It has been learned, again according to the Eastern roads' 32533 brief, that "this type of TOFC service is generally not profitable on shorter hauls . . . lacks the flexibility of [competitive highway motor service] . . . is largely limited to industries within reasonable local trucking distance of terminal ramps."

Plans I and II do seem to be stronger in the West, particularly with railroads which have their own truck subsidiaries.

But as witnesses said in the 32533 case, neither Plan I nor II "provides a medium of stemming the rapidly growing diversion of the more desirable types of traffic to private transport."

Toward Private Traffic

Plan IV, though directed straight at the recapture of privately-trucked traffic, requires shippers to furnish, load and unload both trailers and flat cars. Necessarily, therefore, it would seem to be limited to large shippers with heavy, steady and reasonably balanced traffic, i.e., to big companies, shipper associations, or forwarders. That, of course, could add up to a lot of ton-miles.

Plan V—joint rail-truck rates—looks promising but is still so new that evidence on which to predict its future is incomplete. On the optimistic side, its use on auto movements to the Southwest seems to be helping carriers and shippers alike; and it apparently precludes trucker opposition by embodying the philosophy of joint rates which they have advocated in lieu of common ownership of different types of transport facilities.

Some people, to be sure, see V as "invasion" by participating railroads of other roads' territories. Others, conversely, say all railroads' territories have already been invaded by trucks—so why not push Plan V?

Plan VI—newest of all—relates only to certain LCI shipments, and hence, however, valuable in its place, is automatically restricted in scope.

Plan III, on the other hand, has the advantage of being directed at private carriage just as squarely as Plan IV; has the operational simplicity of Plan I; is growing, at least in spots, faster than Plan II. Shippers testifying in the 32533 proceeding showed some dissatisfaction with the commodity mixture limitations (and certain other features) of present Plan III tariffs. But they indicated approval of the plan in general. Listen, for example, to David M. Daly, director of traffic, Bristol-Myers Co.:

"Plan III is a natural outgrowth of modern-day competition in the transportation industry . . . [Its] continuance will return to common carriage much of the tonnage now moving via private carriers, and prevent the further diversion of considerable volumes of tonnage in that direction."

That reversion from private to common carriage is already taking place, New York Central says, under its Plan III Flexi-Van service.

Truckers, to be sure, are attacking Plan III rates in the 32533 case—and doing it, as one pro-railroad shipper intervenor put it, on "every conceivable basis, most of which are wholly unrelated to the facts." But at least one truck brief conceded that a railroad is not "proscribed from transporting a shipper's trailer in TOFC service."

The only real obstacle to Plan III's ultimate success seems, therefore, to lie in the possibility that railroads may be forced by competitors, commissions or courts to set rates so high, or impose so many restrictions, that a basically attractive proposal becomes a physical impossibility.

● *Will containers outmode standard piggyback?* A year ago, Railway Age (Nov. 24, 1958, p. 35) said: "It will be many years before any such system [of 'common denominator' containers] completely outmodes present conventional piggybacking," at least for domestic land transportation.

Events of the past 12 months have not changed that prediction, though interest in containers "is growing at a furious pace." Just recently, for example, two sets of universal container standards (not necessarily incompatible) have been proposed for general adoption. Containers of various types are available right now; seem to be working out well in such services as Seatrain Lines' coastal "Seamobile," and in movements to and from Alaska and Hawaii. We may soon be seeing, Mr. Newell suggests, trains carrying wide mixtures of trailers and containers—but not many people seriously dispute the thesis that railroads "will be piggybacking wheels for years to come."

Containers Move Abroad

It's in the international field that interchangeable containers may initially find their widest use. They are, in fact, beginning to find it there—and Flexi-Van seems presently to hold a strong position. In addition to the railroad Flexi-Vanners already mentioned, States Marine Lines has purchased vans; has bogies in Japan and Korea. At least one rail-sea movement from New York to Inchon, Korea, via the Panama Canal has already been completed. And Flexi-Van enthusiasts point with pride to the fact that the freight—fragile, thin-metal baseboard radiators — went through damage-free.

Rates have been filed for an even more complicated move—of alcoholic liquor from Windsor, Ont., to Tokyo, via highway to Detroit, NYC-Milwaukee Flexi-Van to Seattle, States Marine steamship to Yokohama, and truck service operated by Japan's Sebu Railway to Tokyo. Continental portion of the rates has been suspended—by request of the Rocky Mountain Motor Tariff Bureau—but NYC officers think the move (predicted in RA, July 27, p. 7) is indicative of what is physically possible with Flexi-Van. Or perhaps with straight piggyback—or containers.

● One question remains: *Does piggyback pay its way?* Best answer so far is "Yes"—for reasons more fully explored beginning on page 55.



FLEXI-VAN spread to five railroads and a steamship line.

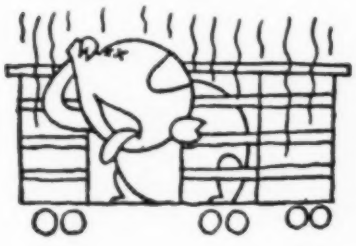
The fable of the pig and the Boxcar



Once upon a time there was a monstrous pig shipper. He used to ship his pigs all over the country without changing cars.



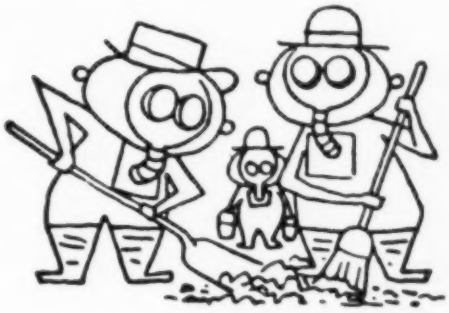
And you know what that meant... because pigs is pigs...



Now, we didn't mind this pig shipping (in fact, we loved it), but we hated his housekeeping, because he always gave us back our cars looking like this...



And the time (not to mention expense) we had to take in cleaning these cars sometimes caused delay to OTHER shippers in receiving cars...



So, we think he was more of a  *than some of his*  *because he didn't think of the problems of his fellow shippers.*

MORAL: *Whether the car brings you*  *or*  *or*  *or whatever it is you unload, won't you please, p-l-e-a-s-e, PLEASE use consideration and a*  *?*

Aesop said: **"When you unload...unload clean!"**

ON THE SERIOUS SIDE

Thanks to the cooperation of consignees in the National Clean Car Program started four years ago, the percent of railroad cars released unclean to U. S. railroads has dropped from 20.4% (1955) to 13.2% (1958).

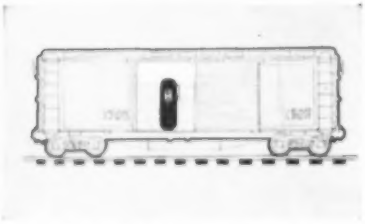
We all agree the improvement is not great enough. But it is very encouraging when you consider that the 1957-58 drop of only 1%, applied to the current freight car total and to the number of times cars are loaded annually, made possible approximately 400,000 more loadings of serviceable cars during that year.

WE THANK YOU **Southern Pacific**

Cut damage claims ...speed loading, unloading



with the U. S. Rubber Shor-Kwik® System of inflatable, returnable, reusable dunnage



This U. S. Rubber Shoring System cuts damage to goods and cost of claims. Keeps customers happy. Speeds loading, unloading and turnaround time. Cuts demurrage costs. Keeps the freight cars rolling. To learn what this system can do for you, write, or phone DE 1-4000, United States Rubber Company, Providence 1, R. I.

US RUBBER **United States Rubber**

Current Publications

PAMPHLETS

FERROFLUX SYSTEM. 4-page Bulletin F-59. Ferro Machine & Tool Corp., Dept. RA, 5514 W. Washington st., Indianapolis 41, Ind.

Describes Ferroflux method of locating invisible defects in ferrous metal parts and assemblies.

UDT-817 DIESEL, Folder CR-684-1. 4 pages. Illustrated. Available from International Harvester Company, Consumer Relations Department, Dept. RA, 180 North Michigan avenue, Chicago.

This folder, describing the most powerful (385-hp) International diesel engine ever built, includes sectional and cutaway photographs, fuel consumption charts, performance curves and a listing of available power unit combinations.

FILMS

CLEAR BOARD FOR RIBBONRAIL. 16 mm, color, sound, 24-min. Oxweld Railroad Dept., Linde Co., 230 N. Michigan ave., Chicago 1, Ill. Free on loan.

The step-by-step process of welding, transporting and laying continuous welded rail is depicted in this film.

"ELPAR" R-10T. 6 pages, illustrations. Elwell-Parker Electric Co., 4205 St. Clair ave., Cleveland 3, Ohio. Free.

New features and specifications of the four electric heavy-duty industrial trucks in the "Elpar" R-10T series are described. Folder also includes a section on operator and operating safety and convenience.

BOOKS

MANSION ON RAILS, by Lucius Beebe. 382 pages, illustrations. Howell-North, Berkeley, Cal. $10.

Sub-titled "the folklore of the private railway car," this beautifully produced book contains 6 full color reproductions and over 350 rare photographs and illustrations.

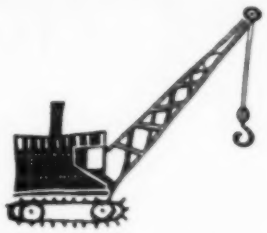
STUDIES OF HIGHWAY DEVELOPMENT AND GEOGRAPHIC CHANGE, by William L. Garrison and others. 291 pages, illustrations, charts, tables. University of Washington Press, Seattle. $7.50.

Presents the findings of investigations of the spatial pattern of shopping centers in their relation to highway improvements, relationships between highway travel and residential and commercial site selection, and the utilization of highway transportation in relation to the arrangement of customer tributary areas and supplying centers at local, regional, and national levels.

FROM THE MANUFACTURER

THE RAILROADS OF ST. LOUIS, prepared jointly by the Economic Education Council of Greater St. Louis and the St. Louis railroads. 24 pages, illustration, graphs, charts. Available from the Terminal Railroad Association, Union Station, St. Louis 3, Mo. Free.

This booklet, for distribution to junior high school students, provides detailed statistics concerning the 18 trunk line railroads and five short line and switching roads serving metropolitan St. Louis.



For shipping cranes



or grains



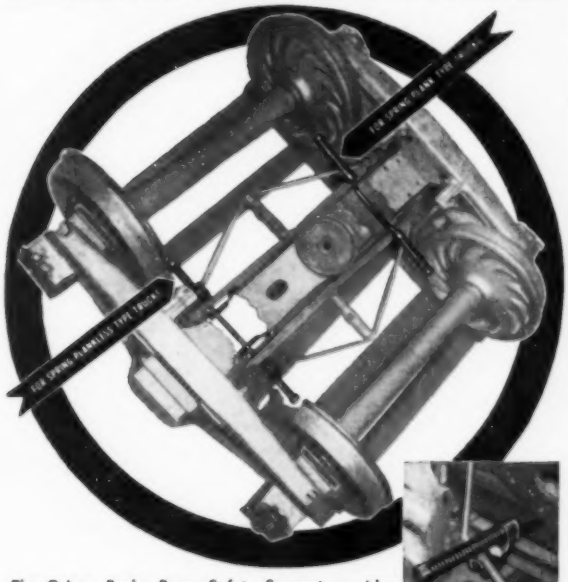
or pale champagnes

The better way is Santa Fe

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in the U.S.A. go to work for you.

Santa Fe

THE IMPROVED GRIPCO
BRAKE BEAM SAFETY SUPPORT



SPRING-PLANK TYPE

The Gripco Brake Beam Safety Support provides the greatest safety at lowest cost. Its dependability has been proven over years of actual service. Gripco Safety Supports are low in original cost, low in application cost and low in maintenance cost, even after years of service.

ENGINEERING IMPROVEMENTS

1. One design fits both 5'-6" and 5'-8" wheel base trucks.
2. One rod length and one spring length. One interchangeable casting fits both spring plank and spring plankless trucks.
3. Ideal for interchange repairs. New design permits easy and fast applications under all conditions. Nuts need not be removed to apply or remove the support.



SPRING-PLANKLESS TYPE
(Safety Loops Included)

OUTSTANDING FEATURES

1. An inexpensive trouble-free support for Rebuilt Car Programs.
2. Designed for spring plank and spring plankless trucks. Spring plankless trucks require safety loops which can be bolted, riveted or welded to the bolster.
3. Supports the brake beam in the event of brake beam or hanger failure.
4. Holds brake beam in horizontal position.
5. Holds brake shoe in proper position in relation to the periphery of the wheel.
6. The brake release feature pulls brake shoes away from wheel contact instantly when brakes are released.
7. Prevents unnecessary wheel and shoe wear caused by dragging brake shoes.
8. GRIPCO supports can be removed and reapplied without removing nuts; therefore nuts are furnished in proper position.
9. Brake beams, rods, and levers are held in position under spring tension thus reducing false movements, chattering and wear of hangers, hanger pins and brake heads.
10. Can replace as a billable repair any support except A.A.R. recommended practice (angle-riveted and welded).

A.A.R. APPROVED—PATENTED AND PATENTS PENDING

OTHER GRIP NUT PRODUCTS



Grip Lock Nut #1 | Grip Holding Nut #2 | Railroad Gripco Lock Nut #3

GRIP NUT COMPANY

Serving American Railroads Since 1904

104 BROAD ST., • SOUTH WHITLEY, IND.



Ready to Roll!

Refrigerated TOFC ladings get the first-class treatment they require . . . when your trailer fleet is equipped with low-cost, dependable

DIESEL POWERED Transport Refrigeration

Five and eight tons refrigeration capacity . . . gasoline and LP models available. Units can be underslung or internally mounted.

by TROPICAIRE* Coldmobile



ANOTHER PRODUCT OF McGRAW EDISON

McGRAW EDISON COMPANY
Tropic Aire Division
5201 W. 65th Street
Chicago 38, Illinois

* "TropicAire-Coldmobile" is a trademark of McGraw-Edison Company, Chicago. Copyright 1959 by McGraw-Edison Company.

Freight Operating Statistics of Large Railroads—Selected Items

Region, Road and Year	Miles of road operated	Train miles	Locomotive Miles: Principal and helper	Locomotive Miles: Light	Car Miles: Loaded (thousands)	Car Miles: Per cent loaded	Ton-miles (thousands): Gross excl.locos & tenders	Ton-miles (thousands): Net rev. and non-rev	Road-locos. on lines: Serviceable: Unstored	Road-locos. on lines: Serviceable: Stored	Road-locos. on lines: B.O.	Road-locos. on lines: Per cent B.O.
New England Region												
Boston & Maine 1959	1,559	203,025	203,276	3,517	7,293	63.1	506,426	208,580	80	4	25	22.9
1958	1,559	206,957	207,509	4,251	7,880	63.4	539,133	222,599	65	20	11	11.5
N. Y., N. H. & Hartfd. 1959	1,739	236,123	236,123	13,767	8,853	64.8	578,861	236,617	60	-	11	15.5
1958	1,739	239,615	239,695	14,540	9,688	64.6	635,272	260,730	77	3	10	11.1
Great Lakes Region												
Delaware & Hudson 1959	764	135,421	136,132	711	7,089	64.7	499,280	247,347	29	8	4	9.8
1958	764	147,614	149,075	1,461	7,477	64.9	528,066	263,841	34	3	5	11.9
Del., Lack. & Western 1959	918	206,296	210,969	9,128	8,971	64.3	614,236	251,553	56	2	4	6.5
1958	922	236,824	240,507	11,151	10,062	65.9	673,944	281,133	59	-	6	9.2
Erie 1959	2,233	502,992	505,253	14,387	26,355	67.8	1,637,304	617,965	171	-	4	2.3
1958	2,207	499,155	501,156	10,379	28,151	68.3	1,747,698	682,829	163	7	3	1.7
Grand Trunk Western 1959	951	192,768	193,169	1,028	5,652	57.8	414,689	164,568	42	5	21	30.9
1958	951	176,652	177,181	1,063	5,457	59.2	396,947	159,118	39	14	18	25.4
Lehigh Valley 1959	1,114	181,909	184,068	4,426	8,159	65.5	556,949	252,039	28	-	6	17.6
1958	1,118	195,375	197,839	2,913	8,692	64.7	595,908	267,181	29	-	5	14.7
New York Central 1959	10,333	1,763,288	1,773,276	73,927	74,035	58.2	5,679,432	2,348,341	402	-	56	12.2
1958	10,470	1,939,981	1,955,145	104,018	79,484	59.2	5,919,057	2,666,354	355	12	41	10.0
New York, Chic. & St. L. 1959	2,155	510,939	510,939	4,022	22,678	62.2	1,603,939	663,372	96	34	8	5.8
1958	2,155	543,734	543,734	4,082	25,878	65.0	1,832,958	808,808	100	31	5	3.7
Pitts. & Lake Erie 1959	221	22,704	22,704	- - -	960	49.7	97,699	50,832	10	11	3	12.5
1958	221	55,030	55,030	- - -	2,214	62.8	205,808	128,251	15	1	1	5.9
Wabash 1959	2,379	397,026	397,360	4,144	18,364	63.4	1,273,442	511,481	112	-	5	4.3
1958	2,379	455,778	456,357	3,871	19,518	63.5	1,356,860	547,915	116	-	1	9
Central Eastern Region												
Baltimore & Ohio 1959	5,802	1,185,763	1,267,978	76,674	47,720	58.5	3,968,025	1,867,817	360	67	40	8.6
1958	5,830	1,241,113	1,330,019	90,068	57,680	63.2	4,465,140	2,192,750	417	91	25	4.7
Bessemer & Lake Erie 1959	203	20,426	20,387	- - -	314	53.1	31,740	16,483	8	6	-	-
1958	203	52,822	52,817	88	2,202	59.8	272,610	179,239	15	1	-	-
Central RR Co. of New Jersey 1959	597	106,290	107,597	5,601	3,972	62.9	310,639	161,999	61	2	1	6.0
1958	600	104,952	106,217	5,449	4,169	64.9	317,778	167,028	61	-	6	9.0
Chicago & Eastern Ill. 1959	863	101,406	101,406	2,205	4,909	61.8	391,259	197,048	24	-	1	4.0
1958	863	122,265	122,265	2,980	5,275	62.7	400,555	207,671	28	-	5	15.2
Elgin, Joliet & Eastern 1959	205	30,991	31,575	- - -	1,153	62.2	91,335	48,086	33	10	1	2.3
1958	236	56,738	57,098	- - -	1,959	62.8	158,008	85,033	32	12	-	-
Pennsylvania System 1959	9,865	2,281,958	2,386,395	136,455	97,380	61.7	7,222,472	3,215,004	654	29	65	8.7
1958	9,893	2,481,955	2,613,323	171,682	109,773	63.1	8,253,899	3,888,689	690	76	102	11.8
Reading 1959	1,302	245,733	246,383	6,221	9,464	58.3	813,493	419,294	145	11	26	14.3
1958	1,302	271,766	272,981	7,492	10,728	59.2	912,287	479,257	141	12	33	17.7
Western Maryland 1959	844	101,873	103,531	4,039	3,873	57.9	340,976	175,586	30	3	1	2.9
1958	844	135,556	140,014	7,351	5,548	63.3	478,046	271,999	38	5	2	4.4
Pocahontas Region												
Chesapeake & Ohio 1959	5,061	1,065,342	1,067,743	19,162	49,135	55.2	4,338,997	2,372,925	578	20	41	6.4
1958	5,066	1,203,691	1,207,835	22,824	59,789	56.6	5,352,883	3,022,563	590	2	22	3.6
Norfolk & Western 1959	2,116	527,493	546,030	28,371	27,341	55.6	2,635,914	1,420,453	127	20	15	9.3
1958	2,106	616,751	654,277	45,029	33,228	56.4	3,219,127	1,770,968	184	33	7	3.1
Rich., Fred. & Potomac. 1959	110	32,082	32,082	564	2,073	67.8	137,161	58,375	15	-	-	-
1958	110	31,639	31,639	687	2,151	67.0	140,141	57,630	11	4	-	-
Virginian 1959	608	129,958	131,983	3,118	6,664	53.0	649,601	361,834	51	17	12	15.0
1958	608	143,053	145,498	3,647	7,506	53.3	732,516	410,968	52	16	11	13.9
Southern Region												
Atlantic Coast Line 1959	5,290	605,516	605,516	6,311	23,009	58.8	1,772,991	816,364	107	7	1	9
1958	5,286	575,535	575,535	5,654	21,303	58.7	1,610,312	722,460	88	34	1	8
Central of Georgia 1959	1,712	191,863	191,863	2,157	7,583	63.2	584,890	285,441	33	-	2	5.7
1958	1,730	187,093	187,093	2,439	7,416	65.2	561,393	267,193	33	-	2	5.7
Florida East Coast 1959	572	83,849	83,849	- - -	2,782	53.5	229,552	88,593	48	-	7	12.7
1958	571	89,129	89,129	- - -	2,863	53.6	230,089	89,403	50	-	3	5.7
Gulf, Mobile & Ohio 1959	2,717	259,482	259,482	- - -	14,193	67.5	996,381	479,355	85	-	6	6.6
1958	2,717	252,790	252,790	114	14,819	67.8	1,030,741	494,766	86	-	5	5.5
Illinois Central 1959	6,500	979,382	979,382	26,219	43,904	61.9	3,267,254	1,536,136	184	29	159	42.7
1958	6,497	973,369	973,369	26,718	44,934	62.7	3,305,114	1,555,821	204	72	94	25.4
Louisville & Nashville 1959	5,679	855,279	856,001	13,694	33,604	61.7	2,615,268	1,302,988	163	-	6	3.6
1958	5,680	860,176	861,046	16,329	35,286	60.4	2,761,065	1,376,971	155	-	2	1.3
Seaboard Air Line 1959	4,135	564,748	564,748	1,352	21,805	59.2	1,705,258	793,824	134	-	4	2.9
1958	4,135	590,395	590,395	629	21,848	60.1	1,672,059	777,527	143	-	7	4.7
Southern 1959	6,243	855,417	855,477	8,732	40,218	66.0	2,770,039	1,317,225	196	1	4	2.0
1958	6,249	835,011	835,203	9,282	38,988	66.1	2,660,709	1,254,073	192	1	12	5.9
Northwestern Region												
Chicago & North Western 1959	9,250	877,170	877,170	9,045	31,652	59.3	2,869,727	1,012,864	163	11	15	7.9
1958	9,254	859,593	859,593	11,793	34,191	60.3	2,611,995	1,025,730	169	-	8	4.5
Chicago Great Western 1959	1,437	138,765	138,765	224	6,987	64.0	510,451	237,762	24	-	3	11.1
1958	1,437	133,486	133,486	184	7,403	66.3	522,738	244,032	26	-	-	-
Chic., Milw., St. P. & Pac. 1959	10,587	905,685	916,544	13,009	42,441	61.9	3,047,011	1,347,029	333	10	11	3.1
1958	10,583	935,979	951,702	14,034	44,934	63.4	3,202,284	1,463,422	282	8	9	3.0
Duluth, Missabe & Iron Range. 1959	557	22,904	22,909	417	286	44.3	22,689	13,509	57	22	3	3.7
1958	562	102,716	102,950	434	5,588	52.4	630,803	388,286	65	25	3	3.2
Great Northern 1959	8,279	985,157	990,608	24,367	42,700	63.7	3,206,850	1,503,532	275	6	10	3.4
1958	8,263	1,014,453	1,019,953	26,817	45,543	64.7	3,337,997	1,691,173	266	-	5	1.8
Minneap., St. P. & S. St. Marie 1959	4,169	378,670	379,097	401	13,398	58.8	1,002,108	442,593	89	8	3	3.0
1958	4,169	378,347	380,271	2,185	13,916	63.2	998,249	465,103	84	8	3	3.2
Northern Pacific 1959	6,538	881,344	889,537	10,919	37,683	61.2	2,724,577	1,190,753	243	-	3	1.2
1958	6,533	792,260	801,362	11,065	37,348	65.9	2,606,650	1,193,028	232	12	1	1.6
Spokane, Portland & Seattle 1959	935	149,082	149,082	1,415	6,614	73.1	432,156	221,554	56	-	1	1.8
1958	935	149,376	149,376	1,385	7,225	80.3	449,688	220,806	55	-	-	-
Central Western Region												
Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.) 1959	12,996	2,535,767	2,741,041	47,312	103,980	65.7	7,262,388	2,904,919	631	-	39	5.8
1958	13,097	2,688,505	2,273,303	52,904	104,104	67.6	7,035,675	2,840,379	589	7	107	15.7
Chic., Burl. & Quincy 1959	8,647	1,078,161	1,074,393	26,955	45,721	65.7	3,094,062	1,343,493	138	9	73	33.2
1958	8,695	1,030,553	1,026,525	20,772	48,249	65.3	3,259,460	1,415,601	132	23	69	30.8
Chic., Rock I. & Pac. 1959	7,508	927,546	925,735	975	34,958	62.7	2,542,730	1,087,099	181	1	13	6.7
1958	7,560	901,190	900,022	3,823	35,132	62.1	2,588,575	1,143,003	171	-	14	7.6
Denver & R. G. Wn. 1959	2,128	275,643	292,073	32,721	14,435	75.8	923,686	433,318	83	6	7	7.3
1958	2,155	309,298	328,398	34,542	16,260	74.3	1,087,801	582,530	78	14	2	2.1
Southern Pacific 1959	8,011	2,165,918	2,251,622	134,934	99,871	66.2	6,861,244	2,883,992	696	1	42	5.7
1958	8,025	2,063,043	2,173,586	129,857	99,646	64.9	6,818,557	2,772,597	665	12	64	8.6
Union Pacific 1959	9,743	2,283,061	2,304,720	62,636	106,980	64.3	7,079,240	2,819,443	342	26	95	20.5
1958	9,748	2,260,184	2,300,976	64,265	110,852	64.8	7,434,577	3,020,914	361	42	82	16.9
Western Pacific 1959	1,188	263,697	270,153	15,359	10,878	69.9	696,384	298,956	44	-	2	4.3
1958	1,189	242,568	251,434	21,415	11,611	72.4	729,954	323,655	46	-	1	2.1
Southwestern Region												
Kansas City Southern 1959	886	121,134	121,161	161	7,748	65.8	568,790	259,278	26	-	1	3.7
1958	886	114,131	114,131	372	7,319	69.0	516,709	237,522	18	-	2	10.0
Louisiana & Arkansas 1959	746	82,735	82,735	- - -	3,697	63.8	289,596	136,379	20	-	-	-
1958	746	69,366	69,366	43	3,746	65.2	292,849	140,894	18	-	-	-
Mo.-Kans.-Texas Lines 1959	2,916	202,454	202,454	1,935	10,057	61.0	765,673	335,967	61	-	-	-
1948	2,915	213,232	213,232	1,920	10,268	61.8	725,871	322,771	71	-	4	5.3
Missouri Pacific 1959	9,423	1,072,079	1,072,079	8,089	50,380	64.6	3,601,227	1,644,253	197	11	12	5.5
1958	9,529	1,052,603	1,052,603	8,065	50,964	66.3	3,613,572	1,695,828	198	21	14	6.0
St. Louis-San Francisco 1959	4,527	563,108	563,108	5,742	23,505	66.7	1,582,146	717,510	101	-	13	11.4
1958	4,541	544,988	544,988	5,112	23,144	68.3	1,539,191	709,792	76	5	20	19.8
St. Louis Southw. Lines 1959	1,554	321,118	321,118	1,078	14,019	73.5	880,631	393,655	52	-	1	1.9
1958	1,554	292,684	292,738	1,590	13,471	75.7	836,819	374,070	53	-	1	1.9
Texas & New Orleans 1959	4,148	611,527	611,527	92	28,087	68.1	1,968,597	934,931	139	-	2	1.4
1958	4,271	613,711	613,711	600	27,381	64.2	1,958,214	883,501	139	-	1	.7
Texas & Pacific 1959	1,822	284,845	284,845	2,637	12,042	64.3	873,426	348,001	38	-	2	5.0
1958	1,822	236,791	236,791	2,314	11,930	65.3	848,958	343,812	38	-	2	5.0

For the Month of August 1959 Compared with August 1958

Region, Road and Year		Freight cars on line: Home	Foreign	Total	Per Cent B.O.	G.t.m.per train-hr. exc.locos and tenders	G.t.m.per train-mi. excl.locos and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Cars-miles per car-day	Net daily ton-mi. per road-me.	Train-miles per train-hour	Miles per loco. per day
New Eng. Region	Boston & Maine	1959	2,077	7,620	9,697	4.0	38,089	2,499	1,029	28.6	721	39.9	4,316	15.3	69.6
		1958	2,563	7,034	9,597	4.0	40,234	2,610	1,078	28.2	768	42.9	4,606	15.4	80.4
	N. Y., N. H. & Hartfd	1959	3,420	12,688	16,108	7.5	37,336	2,452	1,002	26.7	491	28.4	4,389	15.2	131.0
		1958	2,781	11,801	14,582	4.7	40,893	2,651	1,088	26.9	597	34.4	4,836	15.4	112.0
Great Lakes Region	Delaware & Hudson	1959	5,802	4,044	9,846	10.5	62,551	3,704	1,835	34.9	825	36.5	10,444	17.0	122.4
		1958	6,091	5,183	11,274	7.9	62,671	3,599	1,798	35.3	784	34.2	11,140	17.5	128.7
	Del., Lack. & Western	1959	6,381	7,147	13,528	12.4	51,551	3,018	1,236	28.0	612	33.9	8,839	17.3	127.9
		1958	6,269	8,217	14,486	8.1	49,624	2,883	1,203	27.9	648	35.2	9,836	17.4	139.1
	Erie	1959	12,846	11,285	24,131	8.2	69,424	3,292	1,243	23.4	806	30.7	8,927	21.3	105.7
		1958	11,292	13,802	25,094	6.6	69,989	3,531	1,379	24.3	878	33.0	9,980	20.0	106.2
	Grand Trunk Western	1959	5,795	7,393	13,188	5.9	49,362	2,158	856	29.1	387	23.0	5,582	22.9	94.6
		1958	5,759	7,552	13,311	6.0	48,521	2,255	904	29.2	391	22.7	5,397	21.6	85.3
	Lehigh Valley	1959	6,074	7,186	13,260	11.3	64,224	3,089	1,398	30.9	628	31.1	7,298	21.0	196.6
		1958	7,768	7,797	15,565	10.6	60,801	3,091	1,386	30.7	557	28.0	7,709	19.9	212.7
	New York Central	1959	69,249	63,463	132,712	8.1	56,591	3,250	1,344	31.7	590	32.0	7,331	17.6	142.6
		1958	75,553	73,077	148,630	8.1	52,620	3,082	1,388	33.5	620	31.2	8,215	17.2	169.0
	New York, Chic. & St. L.	1959	12,155	10,134	22,289	15.8	58,540	3,173	1,312	29.3	950	52.2	9,930	18.6	134.1
		1958	11,575	11,075	22,650	14.0	60,898	3,412	1,506	31.3	1,136	55.9	12,107	18.1	145.1
	Pitts. & Lake Erie	1959	9,573	1,767	11,340	5.9	75,971	4,318	2,247	53.0	165	6.3	7,420	17.7	34.2
		1958	8,977	4,682	13,659	7.0	62,651	3,750	2,337	57.9	329	9.0	18,720	16.8	111.8
	Wabash	1959	9,997	6,552	16,549	10.5	69,420	3,231	1,298	27.9	997	56.4	6,935	21.6	119.0
		1958	10,745	8,517	19,262	6.7	65,463	2,989	1,207	28.1	918	51.5	7,429	22.0	134.5
Central Eastern Region	Baltimore & Ohio	1959	70,552	28,163	98,715	20.8	53,897	3,393	1,597	39.1	620	27.1	10,385	16.1	95.5
		1958	63,527	40,584	104,111	19.3	56,897	3,644	1,789	38.0	688	28.6	12,133	15.8	98.4
	Bessemer & Lake Erie	1959	8,493	1,065	9,558	5.4	28,039	1,713	889	52.5	57	2.1	2,619	18.0	57.4
		1958	5,976	870	6,846	10.4	88,538	5,695	3,744	81.4	751	15.4	28,482	17.2	129.5
	Central RR Co. of New Jersey	1959	4,274	8,947	13,221	18.5	42,362	3,048	1,590	40.8	394	15.4	8,753	14.5	77.6
		1958	4,110	8,615	12,725	17.1	42,665	3,160	1,661	40.1	429	16.5	8,980	14.1	76.4
	Chicago & Eastern Ill.	1959	3,775	2,528	6,303	21.5	71,725	3,909	1,969	40.1	971	39.1	7,365	18.6	133.6
		1958	2,717	2,866	5,583	16.9	58,356	3,300	1,711	39.4	1,146	46.4	7,763	17.8	135.5
	Elgin, Joliet & Eastern	1959	8,008	2,860	10,868	3.7	20,433	3,042	1,601	41.7	132	5.1	7,567	6.9	31.6
		1958	7,934	5,014	12,948	5.9	23,322	2,915	1,569	43.4	214	7.8	11,623	8.4	57.0
	Pennsylvania System	1959	121,197	74,547	195,744	16.4	56,460	3,249	1,446	33.0	525	25.8	10,513	17.8	116.1
		1958	130,658	66,744	197,402	16.6	57,139	3,423	1,613	35.4	658	29.5	12,680	17.2	114.1
	Reading	1959	20,145	12,361	32,506	20.5	52,308	3,310	1,706	44.3	404	15.6	10,388	15.8	56.1
		1958	17,923	16,338	34,261	17.2	51,513	3,357	1,763	44.7	461	17.4	11,874	15.3	59.7
	Western Maryland	1959	8,518	2,796	11,314	5.7	47,656	3,380	1,741	45.3	497	18.9	6,711	14.2	115.9
		1958	7,767	2,857	10,624	5.1	51,552	3,589	2,042	49.0	764	24.6	10,396	14.6	117.4
Pocahontas Region	Chesapeake & Ohio	1959	65,975	29,168	95,143	6.4	76,004	4,093	2,238	48.3	799	30.0	15,125	18.7	59.9
		1958	65,200	27,843	93,043	3.8	82,047	4,468	2,523	50.6	1,040	36.3	19,246	18.4	69.8
	Norfolk & Western	1959	44,151	8,877	53,028	3.9	92,052	5,072	2,733	52.0	870	30.1	21,655	18.4	119.5
		1958	41,796	8,264	50,060	7.5	93,054	5,330	2,932	53.3	1,113	37.0	27,126	17.8	110.3
	Rich., Fred. & Potomac.	1959	110	1,047	1,157	2.6	91,016	4,283	1,823	28.2	1,632	85.5	17,119	21.3	74.4
		1958	107	970	1,077	3.0	84,934	4,437	1,824	26.8	1,726	96.2	16,900	19.2	73.5
	Virginian	1959	13,285	1,281	14,566	2.4	78,133	5,085	2,832	54.3	817	28.4	19,197	15.6	60.5
		1958	13,810	1,442	15,252	3.2	76,027	5,204	2,920	54.8	873	29.9	21,804	14.8	67.7
Southern Region	Atlantic Coast Line	1959	18,771	16,433	35,204	4.4	49,714	2,936	1,352	35.5	753	36.1	4,978	17.0	191.4
		1958	21,974	13,087	34,881	5.1	48,506	2,808	1,260	33.9	658	33.1	4,401	17.3	171.2
	Central of Georgia	1959	3,559	5,673	9,232	4.3	52,979	3,051	1,489	37.6	1,009	42.4	5,378	17.4	193.0
		1958	3,990	4,439	8,429	4.2	53,619	3,003	1,429	36.0	992	42.3	4,982	17.9	186.1
	Florida East Coast	1959	589	2,478	3,067	.6	51,853	2,738	1,057	31.8	906	53.2	4,996	18.9	54.2
		1958	852	2,612	3,464	.8	45,625	2,592	1,007	31.2	830	49.6	5,051	17.7	57.8
	Gulf, Mobile & Ohio	1959	6,896	9,607	16,503	5.4	74,446	3,842	1,848	33.8	936	41.1	5,691	19.4	99.6
		1958	6,429	10,586	17,015	5.9	76,795	4,083	1,960	33.4	943	41.6	5,874	18.8	97.6
	Illinois Central	1959	25,913	22,651	48,564	4.7	62,077	3,358	1,579	35.0	1,044	48.2	7,624	18.6	94.1
		1958	26,984	21,459	48,443	4.2	59,623	3,425	1,612	34.6	1,033	47.6	7,725	17.6	95.3
	Louisville & Nashville	1959	35,402	15,639	51,041	9.9	54,071	3,066	1,528	38.8	822	34.4	7,401	17.7	185.0
		1958	36,160	17,064	53,224	7.5	53,239	3,217	1,604	39.0	844	35.8	7,820	16.6	198.7
	Seaboard Air Line	1959	16,848	12,833	29,681	3.8	56,024	3,070	1,429	36.4	871	40.4	6,193	18.6	157.1
		1958	17,162	12,254	29,416	3.1	55,244	2,882	1,340	35.6	880	41.1	6,066	19.5	146.8
	Southern	1959	20,339	27,811	48,150	4.2	58,357	3,244	1,543	32.8	902	41.7	6,806	18.0	152.9
		1958	19,207	26,759	45,966	4.9	53,699	3,196	1,507	32.2	878	41.3	6,474	16.9	151.3
Northwestern Region	Chicago & North Western	1959	23,297	25,347	48,644	5.5	53,353	2,828	1,160	32.0	670	35.3	3,532	18.9	163.1
		1958	21,704	28,983	50,687	4.9	53,109	3,063	1,203	30.0	641	35.4	3,576	17.5	176.0
	Chicago Great Western	1959	2,305	4,124	6,429	3.5	67,645	3,680	1,714	34.0	1,167	53.5	5,337	18.4	179.0
		1958	1,829	4,113	5,942	3.7	71,510	3,922	1,831	33.0	1,303	59.6	5,478	18.3	179.2
	Chic., Milw., St. P. & Pac.	1959	30,594	25,375	55,969	4.5	67,563	3,370	1,490	31.7	784	39.9	4,104	20.1	92.7
		1958	32,674	27,763	60,437	4.2	64,807	3,428	1,566	32.6	772	37.3	4,461	18.9	112.1
	Duluth, Missabe & Iron Range	1959	13,872	379	14,251	1.8	18,064	1,046	627	47.5	31	1.5	788	18.2	10.6
		1958	13,999	878	14,877	5.3	111,825	6,635	4,084	69.5	841	23.1	22,287	18.2	41.9
	Great Northern	1959	26,289	22,912	49,201	3.2	66,069	3,287	1,541	35.2	981	43.7	5,858	20.3	122.5
		1958	22,549	25,443	47,992	3.0	62,600	3,443	1,693	37.1	1,142	47.5	6,602	18.5	136.2
	Minneap., St. P. & S. St. Marie	1959	7,075	7,667	14,742	4.5	52,756	2,665	1,177	33.0	952	49.0	3,425	19.9	132.3
		1958	6,203	9,264	15,467	5.2	53,927	2,643	1,232	33.4	1,017	48.2	3,599	20.4	143.0
	Northern Pacific	1959	19,602	19,210	38,812	4.2	63,066	3,096	1,353	31.6	998	51.5	5,875	20.4	126.2
		1958	17,698	19,536	37,234	3.3	65,561	3,293	1,507	31.9	1,051	49.9	5,891	19.9	113.3
	Spokane, Portland & Seattle	1959	1,440	4,879	6,319	3.2	43,046	3,052	1,495	33.5	1,164	47.5	7,644	14.1	97.2
		1958	1,664	4,489	6,153	3.0	42,774	3,030	1,488	30.6	1,165	47.5	7,618	14.2	98.2
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1959	56,073	31,333	87,406	3.8	71,841	2,879	1,152	27.9	1,070	58.3	7,210	25.1	143.3
		1958	56,568	30,136	86,704	7.1	75,722	3,376	1,363	27.3	1,050	56.9	6,996	22.5	117.8
	Chic., Burl. & Quincy	1959	23,678	16,499	40,177	3.5	62,926	2,880	1,251	27.4	1,052	54.4	5,012	21.9	169.3
		1958	23,523	18,801	42,324	4.2	64,484	3,172	1,378	29.3	1,055	55.0	5,252	20.4	160.3
	Chic., Rock I. & Pac.	1959	15,009	19,714	34,723	4.7	57,749	2,748	1,115	31.1	973	49.9	4,671	21.1	165.8
		1958	15,447	24,944	40,391	5.5	56,763	2,884	1,274	32.5	889	44.0	4,877	19.8	169.5
	Denver & R. G. Wn.	1959	9,096	6,524	15,620	5.7	71,955	3,357	1,553	30.0	875	38.5	6,569	21.5	116.2
		1958	7,601	8,645	16,246	4.5	68,718	3,526	1,693	32.1	1,047	43.8	7,822	19.5	129.2
	Southern Pacific	1959	32,035	44,216	76,251	2.7	68,259	3,205	1,342	28.8	1,159	60.8	11,573	21.5	113.8
		1958	31,915	42,848	74,763	2.1	67,127	3,344	1,360	27.8	1,162	64.4	11,145	20.3	109.3
	Union Pacific	1959	34,210	33,087	67,297	2.0	87,484	3,124	1,244	26.4	1,348	79.6	9,335	28.2	171.9
		1958	31,220	38,828	70,088	2.2	85,049	3,307	1,344	27.3	1,405	79.5	9,997	25.9	161.2
	Western Pacific	1959	2,655	2,970	5,625	3.4	74,297	2,646	1,136	27.5	1,696	88.3	8,118	28.1	206.5
		1958	2,634	4,033	6,667	2.4	78,112	3,022	1,340	27.9	1,688	83.6	8,781	26.0	193.9
Southwestern Region	Kansas City Southern	1959	2,370	5,460	7,830	5.2	93,275	4,715	2,149	33.5	1,061	48.2	9,440	19.9	183.8
		1958	2,887	4,294	7,181	5.7	90,986	4,538	2,086	32.5	1,073	47.9	8,648	20.1	202.7
	Louisiana & Arkansas	1959	2,053	3,089	5,142	6.5	68,919	3,510	1,653	36.9	849	36.1	5,897	19.7	168.3
		1958	2,431	2,631	5,062	7.5	78,051	4,227	2,034	37.6	891	36.3	6,092	18.5	162.2
	Mo.-Kans.-Texas Lines	1959	5,246	6,800	12,046	8.1	60,025	3,792	1,664	33.4	946	46.4	3,717	15.9	116.9
		1948	5,388	7,143	12,531	9.9	54,978	3,425	1,523	31.4	807	41.6	3,572	16.2	100.8
	Missouri Pacific	1959	23,942	20,613	44,555	8.7	68,475	3,374	1,540	32.6	1,173	55.7	5,629	20.4	167.9
		1958	22,313	22,510	44,823	9.1	67,957	3,452	1,620	33.3	1,180	53.5	5,741	19.8	163.4
	St. Louis-San Francisco	1959	11,986	9,839	21,835	1.8	57,821	2,820	1,279	30.5	1,073	52.7	5,113	20.6	182.3
		1958	11,263	11,334	22,597	2.0	56,443	2,840	1,310	30.7	1,120	53.5	5,042	20.0	184.5
	St. Louis Southw. Lines	1959	2,282	3,126	5,408	2.1	66,403	2,749	1,229	28.1	2,379	115.2	8,172	24.2	209.7
		1958	2,559	3,728	6,287	2.7	65,715	2,888	1,291	27.8	1,919	91.3	7,765	23.0	190.0
	Texas & New Orleans	1959	6,404	14,645	21,049	1.9	74,427	3,239	1,538	33.3	1,375	60.7	7,271	23.1	147.8
		1958	6,644	16,990	23,634	2.1	70,225	3,213	1,449	32.3	1,249	60.3	6,673	22.0	150.6
	Texas & Pacific	1959	3,429	5,643	9,072	4.1	73,682	3,079	1,227	28.9	1,302	70.1	6,161	24.0	246.9
		1958	3,349	5,798	9,147	3.8	78,687	3,596	1,456	28.8	1,293	63.9	6,087	21.9	208.5

Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.



LONGER LIFE FOR YOUR TIES . . .

Flannery Tie Dowels prevent splitting and insure longer cross tie life. Applied while tie is squeezed together by hydraulic pressure, Flannery dowels close all cracks. Made of copper-bearing steel to resist rust and corrosion.

FLANNERY PRODUCTS CORPORATION
RAILROAD SPECIALTIES
P. O. BOX 5103, NEWARK 5, N. J., Telephone MArket 3-0333 / PLANT: BAYONNE, N. J.

Dividends Declared

BALTIMORE & OHIO.—Preferred, $1, quarterly; common, 37½¢, quarterly, payable March 21, June 20, Sept. 19 and Dec. 19, 1960, to holders of record Feb. 19, May 20, Aug. 19 and Nov. 18, 1960, respectively.

CHESAPEAKE & OHIO.—Common, $1, quarterly, payable Dec. 21 to holders of record Dec. 1; 3½% convertible preferred, 87½¢, quarterly, payable Feb. 1, 1960, to holders of record Jan. 7.

CHICAGO, ROCK ISLAND & PACIFIC.—40¢, payable Dec. 31 to holders of record Dec. 11.

CLEVELAND & PITTSBURGH.—Special guaranteed, 50¢, quarterly; 7% guaranteed, 87½¢, both payable March 1, 1960, to holders of record Feb. 10.

DENVER & RIO GRANDE WESTERN.—25¢, quarterly, payable Dec. 14 to holders of record Dec. 1.

ERIE & PITTSBURGH.—Guaranteed, 87½¢, quarterly, payable March 10, 1960 to holders of record Feb. 29.

LOUISVILLE, HENDERSON & ST. LOUIS.—5% non-cumulative preferred, $2.50, semiannual, payable Feb. 15, 1960, to holders of record Feb. 1.

MAINE CENTRAL.—5% preferred, $1.25, accumulation, payable Dec. 1 to holders of record Nov. 18.

MASSAWIPPI VALLEY.—$3, semiannual, payable Feb. 1, 1960, to holders of record Dec. 31, 1959.

NORTH PENNSYLVANIA.—$1, quarterly, paid Nov. 25 to holders of record Nov. 18.

PHILADELPHIA & TRENTON.—$2.50, quarterly, payable Jan. 11, 1960, to holders of record Dec. 31, 1959.

PITTSBURGH, YOUNGSTOWN & ASHTABULA.—7% preferred, $1.75, quarterly, payable March 10, 1960, to holders of record Feb. 19.

TROY & GREENBUSH.—$1.75, semiannual, payable Dec. 15 to holders of record Nov. 30.

VIRGINIAN.—50¢, quarterly, paid Nov. 30 to holders of record Nov. 20.

WESTERN MARYLAND.—Common, 2-for-1 stock split; 4% non-cumulative 2nd preferred, 2½-for-1 stock split; 5% preferred, 2½-for-1 stock split; 7% 1st preferred, 2½-for-1 stock split, all paid Nov. 23 to holders of record Oct. 29.



To all Europe route your freight via German Federal Railroad

- Superb handling • Ultra-modern equipment
- Fast connections—add up to the SPEED and SERVICE

so essential in this highly competitive age.

Ship sure—ship safe—ship via German Federal Railroad.

See your Freight Forwarder or contact:

GERMAN FEDERAL RAILROAD
GENERAL AGENCY FOR NORTH AMERICA • JOACHIM WENZEL,
11 W. 42ND STREET, NEW YORK 36, N. Y. • GENERAL REPRESENTATIVE
PHONE LONGACRE 5-7545-6-7-8



RAIL AND TRACK EQUIPMENT

You can get everything you need for industrial track and crane runways—with one call to your nearest Foster office. Immediate deliveries from the nation's largest warehouser of rails (both new and relaying), switch material, and track accessories. Send for free catalogs and ordering guides.

L. B. FOSTER co.

PITTSBURGH 30 • ATLANTA 8 • NEW YORK 7
CHICAGO 4 • HOUSTON 2 • LOS ANGELES 5

Shippers' Guide

Ann Arbor

. . . Lake Ferry Service

Has placed car ferry "Arthur K. Atkinson" in service across Lake Michigan. The rebuilt vessel (formerly "Ann Arbor No. 6") has been lengthened by 34 ft; deck has been raised two feet to provide clearance for high-and-wide loads; and speed has been increased to 17½ mph by installation of two 2,500-hp diesel engines.

The AA has changed eastbound ferry schedules via Menominee, Mich., to provide 24-hr faster service to points on and east of the railroad, such as Toledo, Detroit, Cleveland, New York.

Atlantic Coast Line

. . . Expands Piggyback

Has extended Plan I piggyback service from Jacksonville, Fla., to Atlanta, Ga., and established Plan III service (in connection with PRR and RF&P) between New York and Philadelphia areas and several Florida cities—Jacksonville, Orlando and Tampa. Plan I service, inaugurated last June between Alexandria, Va., and Jacksonville, is growing rapidly. Plans are under way to extend it to and from Savannah, Ga., Atlanta and Jacksonville on the one hand and a number of Florida cities on the other.

J. W. Plant, general superintendent—special studies, has been placed in charge of piggyback operations, with headquarters at Jacksonville. E. W. Thomas, formerly general agent at Sarasota, Fla., has been appointed general agent—piggyback service, in charge of traffic, also at Jacksonville.

. . . Freight Schedule

Has issued a new folder showing condensed schedules of through freight trains and arranged connections. Copies may be obtained from J. J. Peacock, general superintendent transportation, or R. C. McLemore, freight traffic manager, Wilmington, N. C.

Baltimore & Ohio

. . . Extends Piggyback

Because of continued expansion in traffic volume, B&O has extended its "TOFCEE" operation to Newark, Ohio. Service will be provided between Newark—18th city in the B&O's piggyback network—and New York-northern New Jersey, Philadelphia, Baltimore, Washington, Pittsburgh, Louisville, St. Louis and Chicago.

Bangor & Aroostook

. . . Free Diversion

As a marketing and service aid to

(Continued on page 80)



Whether pick-up or delivery...

is at rail-siding or truck-dock, SEATRAIN and SEAMOBILE give you the smoothest, safest and most dependable way to move goods and SAVE money.

SEATRAIN transports your cargo in any type of rail car between the ports of New York, Savannah, New Orleans and Texas City.

SEAMOBILE provide highway container pickup and delivery service between New York-New Orleans or New York-Texas City.

Your booking is guaranteed.



SEAMOBILE
SEATRAIN LINES *Inc.*

Offices in Boston · Savannah
New Orleans · Houston · Dallas

711 Third Ave., New York 17, N.Y.

northern Maine potato shippers, the BAR now offers free diversion, or reconsignment, of potato cars at Northern Maine Junction on week-ends.

Chesapeake & Ohio

. . . Car Line Changes

Has inaugurated direct LCL car line from Chicago to Covington, Ky. (L&N), and discontinued direct car from Chicago to Corbin, Ky. (L&N).

Erie

. . . New Freight Service

To benefit piggyback and forwarder traffic, Erie has established faster freight schedules between Chicago and New England, in conjunction with Delaware & Hudson, Boston & Maine and New Haven. The new schedules—reportedly faster than any now available by highway—will save a day's time between New England and the Midwest, with second-morning deliveries to receivers at extreme terminal points.

Eastbound, the new service will use Erie Train 100, leaving Chicago 8 p.m.; arriving Binghamton, N. Y., 9:30 p.m. following day, and Maybrook, N. Y., 3 a.m. second morning. Connection from Binghamton via D&H and B&M will reach Boston 10:45 a.m. second morning from Chicago. Cars routed to NH via Maybrook will arrive New Haven, Conn., 7 a.m., Providence, 9:30 a.m., and Boston 10:30 a.m., all second morning.

Westbound, NH will pick up cars at Boston, Providence, and New Haven for departure from Cedar Hill (New Haven) at 5:30 p.m. to connect with Erie train 99 at Maybrook for Chicago arrival at 2 a.m. second morning from New England. Erie 99 will pick up at Binghamton cars leaving Boston 6 p.m. via B&M and D&H.

On carload forwarder traffic from New England, Erie will offer second-morning (8 a.m.) delivery at St. Louis via Nickel Plate connection at Lima, Ohio.

Illinois Central

. . . Produce Terminal Office

The Chicago Produce Terminal, owned jointly by Illinois Central and Santa Fe, has broken ground for a new $600,000 office building adjacent to the Chicago Produce Terminal, 27th and Ashland avenue. The new building will provide offices for fresh fruit and vegetable brokers, so they can conduct their business where their refrigerator cars are located. This is expected to speed up inspection, sale and diversion of the large quantities of fruit and vegetables received daily at the terminal.

. . . Joins Trailer Train

Commenting on the Illinois Central's recently-announced membership in Trailer Train Co., Traffic Vice President E. J. Carr says: "We believe the piggyback method is one of the prime tools for making better service available to our patrons. We look to Trailer Train to further improve our overall piggyback operation. Through use of its equipment we expect to simplify interchange and expedite deliveries. In particular, we welcome the opportunity of working more closely with the other progressive railroads offering this service."

Milwaukee

. . . Freight Schedule

Has issued a new folder showing condensed through fast freight schedules.

Pittsburgh & West Virginia

. . . New Freight Service

Has inaugurated a new fast freight schedule from Philadelphia to Chicago and St. Louis, via Rdg-WM-P&WV-NKP, to insure second-day morning delivery in both midwestern cities and second-morning delivery of transcontinental traffic to western connections. Under the new schedule, Train AJ-1 leaves Philadelphia (West Falls) at 8 p.m.; Hagerstown, Md., 2:55 a.m.; Connellsville, Pa., 8:10 a.m., and arrives Bellevue, Ohio, at 5:45 p.m. Connecting trains NC-5 and NS-5 leave Bellevue at at 6 p.m. for 2 a.m. and 8 a.m. arrivals in Chicago and St. Louis, respectively.

Santa Fe

. . . New Car Line

Has established merchandise car from Ft. Worth, Tex., to Los Angeles, bi-weekly; oftener if volume justifies.

Letters from Readers

'Working Rules'

Chicago

To the Editor:

I look forward to reading your magazine each week and, while I often do not agree with you, I believe in most instances that you bring out factual and important information.

In your Sept. 7 issue, p. 36, however, you have a letter from Robert R. Morrison, entitled "The Public's Side" on the working rules issue—and, specifically, on the continuing need for locomotive firemen. In your comment on Professor Morrison's letter you said: "However Professor Morrison wouldn't have to worry if there were only one man in the cab, because with the application of 'dead man control' the train stops automatically if the operator is incapacitated."

For the public's side, I think you should have gone on to state that this feature would apply if the engineer, before becoming incapacitated took his foot off the dead man's pedal, or his hand from the automatic brake valve.

D. C. Deering
General Chairman
BLF&E-C&NW Ry.

[If Mr. Deering or other readers have evidence indicating whether "dead man control" works as it's supposed to, or not, we'd be glad to pass the word along. However, this question is not at issue in the current working rules negotiations, since the railroad proposal is not that trains be run with only one man in the cab of the locomotive—but rather that two men be there, instead of 3, as at present. The proposal made to the union in the US is essentially the same as the agreement already effective in Canada, viz., firemen would be retained in passenger locomotives.—Editor]

'Right Side' of a Box Car

Washington, D.C.

To the Editor:

My article on coupling impacts which appeared in the Oct. 26 issue (p. 47) contained a typographical error. The "right" side of a box car is on the observer's right when he is standing inside the car facing the "A" end (AAR Freight Loading and Container Section, Pamphlet No. 14).

If an impact register is mounted with hasp down on the right sidewall (looking toward the "A" end), the stylus will be advanced to the 4-B zone on the *left* side of the tape by a 9-mile impact at the "A" end. The stylus then recedes only to the 3-A zone on the *opposite* side of the tape so that the impact is readily identified as having occurred at the "A" end.

B. P. Rosanoff
U.S. Department of Agriculture

executive excitement



Steel-Corr **THE SILVER LINING TO THE FREIGHT CAR SHORTAGE PROBLEM**

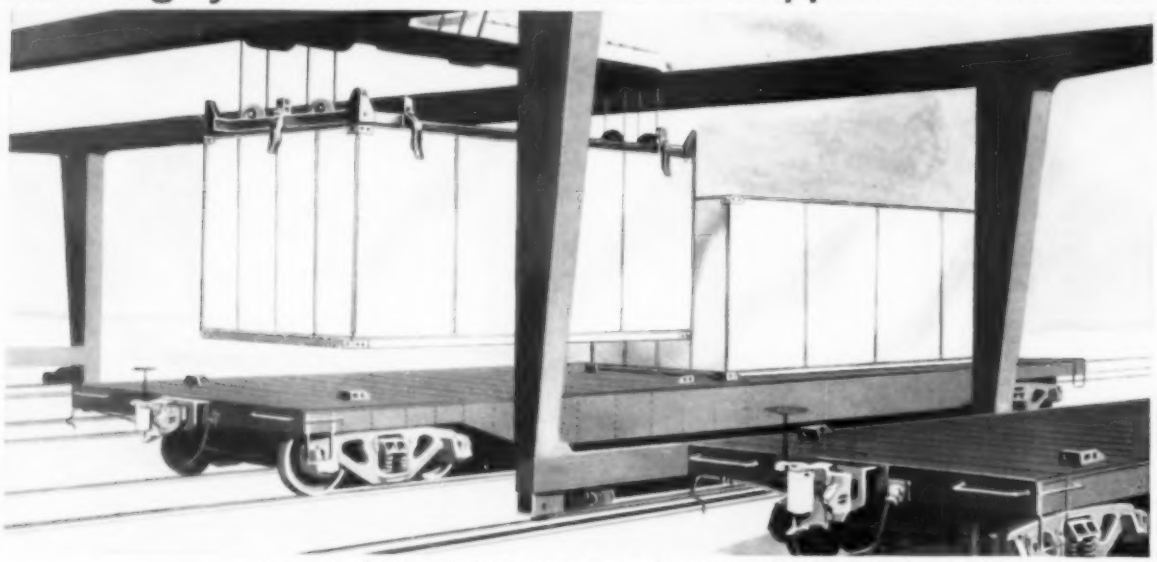
STEEL CORR

INTERNATIONAL-STANLEY CORPORATION

(formerly Ford Carliner Division)

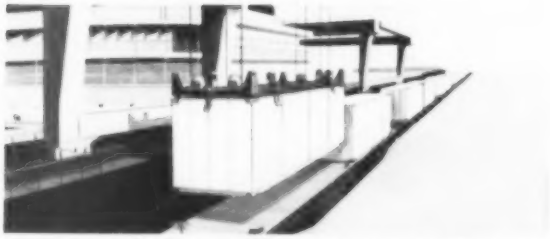
116 NORTH 40TH STREET • OMAHA 31, NEBRASKA

The first complete, fully automatic cargo container handling system to be offered to all shippers and carriers



RAILROADS Convert cars to Speedloader operation merely by equipping flat-cars or piggyback cars with special anchor castings. Selective side-loading speeds container handling.

NATIONAL *SPEEDLOADER* SYSTEM



SHIPS National's Speedloader System permits ship operators to adapt present cranes for cargo containerization. Containers are stowed in holds or on weather decks.



TRUCKS Large or small fleets can convert to the Speedloader System of containerized cargo handling with minimum capital investment.



PLANTS Speedloader System saves on packaging, crating, handling costs. Speedloader components can be used with present materials handling equipment for automatic, semi-automatic, or manual operation.

Because of its ready adaptability to any carrier, container or crane, the National Speedloader System permits users to buy their containers and cranes *competitively* from commercial producers of these items. National supplies *only* the essential Speedloader components.

A fully automatic cargo container handling system, the National Speedloader concept of container handling slashes costs through increased capability for cargo handling.

Other equally important Speedloader and containerization advantages: Drastic reduction in terminal and turnaround time keeps equipment on the move . . . reduction of damage to merchandise in transit . . . elimination of theft and pilferage. A request on your business letterhead will bring you the full National Speedloader story by return mail.

A-961B

NATIONAL SPEEDLOADER SYSTEM

Transportation Products Division

NATIONAL MALLEABLE and STEEL CASTINGS COMPANY

Cleveland 6, Ohio

MARKET OUTLOOK *at a glance*

Carloadings

Carloading figures for the week ended Nov. 21 were not available when this issue of Railway Age went to press.

Loading of revenue freight for the week ended Nov. 14 totaled 638,408 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, Nov. 14

District	1959	1958	1957
Eastern	88,432	94,799	99,256
Allegheny	108,872	115,146	126,048
Pocahontas	52,230	54,445	58,116
Southern	123,136	119,951	116,055
Northwestern	90,063	78,990	79,755
Central Western	124,561	129,781	121,422
Southwestern	51,114	51,419	46,645
Total Western Districts	265,738	260,190	247,822
Total All Roads	638,408	644,531	647,297
Commodities:			
Grain and grain products	61,445	61,271	50,064
Livestock	9,124	7,915	9,234
Coal	116,953	119,565	127,595
Coke	5,916	8,481	9,429
Forest Products	41,054	39,170	35,063
Ore	54,694	36,423	37,314
Merchandise l.c.l.	40,155	44,294	50,164
Miscellaneous	309,067	327,412	328,434
Nov. 14	638,408	644,531	647,297
Nov. 7	560,658	658,442	675,579
Oct. 31	588,148	674,991	713,994
Oct. 24	607,347	674,845	703,688
Oct. 17	580,768	696,403	726,812
Cumulative total, 46 weeks	27,411,422	26,879,435	32,092,775

PIGGYBACK CARLOADINGS—U.S. piggyback loadings for the week ended Nov. 14 were not available in time for publication.

IN CANADA.—Carloadings for the seven-day period ended Nov. 7 totaled 82,813 cars, compared with 119,265 cars for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
Nov. 7, 1959	82,813	27,312
Nov. 7, 1958	77,921	27,749
Cumulative Totals:		
Nov. 7, 1959	3,331,411	1,202,792
Nov. 7, 1958	3,256,922	1,204,048

New Equipment

FREIGHT-TRAIN CARS

► *Louisville & Nashville.*—Ordered 3,000 cars, all-equipped with roller bearings, at a cost of $33,000,000. Pullman-Standard will build 1,700 70-ton hoppers, 900 70-ton gondolas, 108 70-ton covered hoppers; ACF will build 150 DF box cars, 100 50-ton standard box, and 42 70-ton covered hoppers.

SPECIAL

► *Argentine State Railways, National Railways of Brazil.*—Have ordered from Westinghouse Air Brake Co. more than $2,600,000 worth of air brake equipment to be manufactured at the company's Wilmerding plant and to be delivered by the end of the year.

► *Missouri Pacific.*—Will equip 23,921 freight cars with journal lubricating devices at a cost of $1,234,100. Expenditure is part of MoPac's $22,571,810 facilities and equipment modernization program for 1960.

New Facilities

► *Missouri Pacific.*—Will build an electronically controlled hump yard at North Little Rock, Ark. at a cost of more than $6,000,000. Initially, the classification yard will have 40 tracks with space for 1,600 cars. Provision will be made for expansion to 56 tracks and a 2,240 car capacity. MoPac now has a flat yard at North Little Rock, but the facility is becoming inadequate to handle the volume of traffic (1,800-2,000 cars per day) moving through the terminal. Bids have been asked for grading on the new yard site. Construction will take about 18 months. The yard will be the largest single item in the $22,571,810 modernization program approved by MoPac directors. Other major expenditures: $7,031,500 for 150 miles of new rail and other track material; $1,578,900 for improvement of bridges and terestles.

Orders and Deliveries

► *Orders Increase.*—Orders were placed in October for 2,722 freight cars, compared with 945 for September. October 1958 orders totaled 666. Deliveries in October totaled 2,147, compared with 2,481 in September and 1,658 in October 1958. The backlog of cars on order and undelivered as of Nov. 1, 1959, was 36,199, compared with 35,626 on Oct. 1 and 23,670 on Nov. 1, 1958.

Type	*Ordered October 1959*	*Delivered October 1959*	*Undelivered Nov. 1, 1959*
Box - Plain	1,080	948	10,274
Box - Auto	0	0	500
Flat	300	0	2,697
Gondola	750	0	5,047
Hopper	0	190	12,894
Cov. Hopper	255	256	930
Refrigerator	250	571	2,979
Stock	0	0	0
Tank	85	171	627
Caboose	2	11	201
Other	0	0	50
Total	2,722	2,147	36,199
Car Builders	2,722	1,305	18,383
Railroad Shops	0	842	17,816

a RAILWAY AGE time-saver page

RPI Panel Sees Gains in '60

"A somewhat better year in 1960" . . . barring the possibility of a railroad strike or a further shutdown in steel.

That was the consensus of a panel of railroad purchasing agents at the second Industry Outlook Conference of the Railway Progress Institute held in Chicago Nov. 19.

The panelists were H. A. Berry, manager of purchases and stores, Rock Island; F. J. Steinberger, vice president and general purchasing agent, Santa Fe; H. A. Lockhart, general purchasing agent, B&O; O. O. Albritton, vice president, purchases and stores, Illinois Central; Owen Clarke, vice president, C&O, and E. A. Bromley, vice president, Canadian National.

The panel was moderated by Holcombe Parkes, RPI president.

Asked by moderator Parkes their views on the outlook for railroad orders and purchases in 1960, the panelists were cautious in "crystal ball gazing."

"We're looking for much better business once we get over the possible strike hurdle," said Mr. Berry. "We're working our inventories down."

Little activity for the balance of 1959 but "an exceptionally good year" in 1960 was forecast by Mr. Steinberger. "With some 36,000 freight cars on order by the railroads right now," Mr. Steinberger said, "there may well be one-half again as many on order in the next three or four months."

A maximum increase of 10% in purchases during 1960 was forecast by Mr. Lockhart. It's an "excellent prediction" that railroad purchases will increase during the next 14 months, he said.

"As I view it, the biggest possibility for increased purchases is in capital improvements," Mr. Albritton said. He added that the Illinois Central's capital improvement budget for 1960 "will be increased considerably." IC's maintenance budget will be increased about 15%, said Mr. Albritton. "Without a strike, 1960 will be a good year," he concluded.

"Restrained optimism" was the view of Mr. Clarke. "The improved outlook should allow us to open up our purse strings," he said. Of interest was Mr. Clarke's belief that steel and railroad labor difficulties would be straightened out by arbitration and "not by stoppages."

"For us, purchases will be about the same in 1960 as in 1959." Mr. Bromley predicted.

Indicative of questions in the minds of members of the audience were these which were tossed at the panel:

- What is the attitude of purchasing officers about foreign-made steel for cars?
- What can be done to provide better forecasting for railroads to help suppliers provide better service?
- Will advances in piggyback and containerization ultimately replace the box car?

Some typical answers:

On steel: The purchasing officer of any railroad would hate to have to buy foreign-made steel . . . but this is a critical situation (Mr. Clarke). We buy domestic, and can certainly get adjustments, etc., more easily (Mr. Steinberger). "We're going to expect the U. S. steel companies to take care of us." (Mr. Albritton).

On better forecasting: "There's no constant flow of business, so we can't use all the available cars," said Mr. Steinberger. "It's almost a physical impossibility to forecast on capital equipment. If the car industry could work out a plan with the appropriate AAR division, we could keep the car industry at level production."

The question of specialized cars (piggyback and containerization) replacing box cars brought some controversy. "The box car is a standard all-purpose car. It will never be replaced."—Mr. Steinberger.

"I think the day of the box car as a prime mover is over. The specialty car is coming into its own. I can foresee buying only open top cars, using plastics and other materials, shipping grain in hoppers."—Mr. Bromley.

"With 65% of industrial plants today off the railroad tracks, and with this percentage growing rapidly, the special container car will really come into its own. We have to do something to get the business that's off the railway tracks."—Mr. Clarke.

"There's still lots of industry near rail, and we'll still need box cars for a long time."—Mr. Albritton.

Parcel Post Rates to Rise

Parcel post rates will be increased 17.1% effective Feb. 1, 1960. That average raise will be the net result of varying increases ranging up to 35%.

The increases have been authorized by the Interstate Commerce Commission and the Post Office Department has announced the effective date. Additional annual revenue of about $88 million is expected, according to Post Office estimates.

The Postmaster General's request for authority to make increases was filed with the ICC a year ago—on Nov. 28, 1958. The request was in accordance with the law which requires that the Commission consent to increases in rates on fourth-class mail.

The Commission found the proposed rates reasonably necessary and adapted to insure the receipt of revenue sufficient to cover the cost of parcel post service. "The proposed rates," the report said, "will promote the development and maintenance of fourth-class mail service . . . and will promote adequate, economical, and efficient fourth-class postal service at reasonable and equitable rates."

Railway Express Agency not only supported the proposed increases but asked the Commission to find that parcel post service incurred costs in addition to those included in the Post Office presentation. The REA request was dismissed with this comment:

"We considered a similar contention as to costs not covered by postal appropriations in the last two parcel post proceedings. We find no reason to depart from the prior conclusion that our function does not include consideration of this matter."

REA's president, William B. Johnson, commented after the decision, "Contrary to reports from Washington, the new parcel post rates are inadequate and will not make the government's package-carrying system self-supporting, as required by law."

Mr. Johnson added that Railway Express had supported the long-overdue Post Office rate proposals, even though they were inadequate, "because it was figured that half-a-loaf is better than none at this time in face of the great burden on the taxpayer as well as express and other private transportation enterprises attempting to compete more effectively with the government for available package traffic."

Conservative estimates based on Post Office and other government cost figures, Mr. Johnson said, showed that current parcel post losses are accruing at the rate of $3,300,000 a week. Even after the new rate increases take effect Feb. 1, Mr. Johnson noted, the out-of-pocket government loss will still be $1,600,000 a week. This will inevitably occur, Mr. Johnson said, because the increased rates will bring in additional revenue of only $1,700,000 a week, according to the Post Office Dept.

OPS PONDER DEMANDS

(Continued from page 9)

expanded levels of service to a growing nation."

The door to cooperation with labor leaders is wide open, management said.

"We . . . trust that statesmanship and responsibility to the nation will take priority over selfish interest and petty partisanship."

Railroad officers said the fight against obsolete work rules "is the railroad worker's fight as much as it is management's . . . [It's] also the nation's fight.

"The road to this goal may be a difficult one. Yet railroad management feels the highest obligation to attempt to reach it. We therefore ask public understanding of the nature and nationwide impact of our make-work problem—and patience as we try to solve it in the months ahead."

RATES ASSAILED

(Continued from page 10)

through commodity rates published for piggyback service by the Frisco and Quanah, Acme & Pacific in connection with four truckers—Auto Convoy Co., Commercial Carriers, Inc., Dallis & Mavis Forwarding Co., and United Transport, Inc. They apply from Kansas City, Mo., and St. Louis to points in the south and southwest.

After assailing the rates as unlawful on several counts, including allegations that their per-automobile basis disregards requirements for "reasonable classifications" and that divisions accorded the truckers are inequitable, the complaint warns that a railroad "monopoly in the transportation of automobiles" is threatened. It also asserts that "tremendous competitive pressure" is being placed on motor carriers to participate, and that truckers now participating, other than Auto Convoy, "were forced to participate."

"Further, the complaint continues, "it now appears that many railroads and some of the automobile manufacturers have adopted the [assailed] tariffs as a precedent for the establishment of trailer-on-flat-car rates on automobiles from a number of different manufacturing origins to destinations throughout the United States.

"As a result, the various individual members of the complainant association are being forced into a position of joining in the publication of similar unlawful and unreasonable rates, or in the alternative, losing business which said motor carriers have enjoyed for many years. Thus, the rates . . . complained of are being utilized by the defendant railroads, and defendant Auto Convoy, as a means of destroying motor carrier competition . . ."

Editors Afield

For the sixth consecutive year, Gardner C. Hudson, traffic and transportation editor, covered the annual meeting of the National Industrial Traffic League. Here are a few footnotes to his formal report, which appeared on pages 36 and 37 of last week's Railway Age.

•

The NIT League set a pretty effective stage for AAR President Dan Loomis to expound railroad grievances, and the remedies therefor. They gave him a luncheon audience of about 1,200, including more than 600 of the country's biggest and most influential shippers. "That," one of the latter commented, "is fine. As shippers, we have a stake in railroad problems, and an interest in understanding them."

"But how," the same man asked, "do we shippers get our views across to carriers? There just isn't any similar forum where a shipper spokesman can address railroad leaders." When you stop to think about it, he's perfectly right. Railroaders are constantly talking to traffic groups—not only the NIT League, but shippers boards, traffic clubs, Delta Nu Alpha, etc. On the other hand, if memory's not entirely wrong, it's been a long, long time since a representative industrial traffic manager addressed an important railroad group on overall shipper problems, needs and desires. There may be an idea here for the program committees for the 1960 round of annual railroad conventions.

Another question — raised from the floor during one of the League's business sessions—was right down the railroads' alley. "Is there," it ran, "any such thing as a true common carrier by motor vehicle? Does any motor carrier hold itself out to carry silk, canned goods, coal, dirt, or what not? Conversely, does any one know of a railroad that will carry only selected commodities, or carry them only for certain people?" The man who raised the questions also answered them. "I don't know what we can do about it, but the fact is that common carriers by truck are common carriers only in a legal sense. In a practical sense, they are all limited carriers."

Advocates of international harmony could find a good working example in the relations between the 52-year-old NIT League and the only-slightly-younger Canadian Industrial Traffic League. Each group regularly sends a representative and hospitably received delegation to the annual meeting of the other. And the two Leagues maintain a standing joint liaison committee for discussion of problems of mutual interest to shippers on both sides of the border.

The NIT League, which, with rare exceptions, has alternated its recent annual meetings between New York and Chicago, is going to do a bit of traveling. It will return to New York next year, but will meet in Denver in 1961, and in Pittsburgh in 1962.

That proposed merger between the Milwaukee and the Rock Island seems to have been an extraordinarily well-kept secret. At any rate, rumors current in Chicago a couple of weeks ago indicated preliminary studies had been under way a long time before the merger was publicly announced—and already have gone a lot further than the announcement revealed.

Slumbercoaches — or "Sleepercoaches," as the New York Central prefers to call them—appear to be getting an enthusiastic reception. On the westbound "Century" out of New York Nov. 9, the one car of that type had 37 berths occupied, out of 39 available. (One is used by the porter.) That's an occupancy ratio of just about 95%. Even with allowance for a few half-fares, and some part-distance journeys, it comes to revenue of around $1,500 for one trip of one car. Add that to the Burlington's recent report (RA, Sept. 14, p. 55) of a three-year occupancy ratio of better than 80% in its "Denver Zephyr" Slumbercoaches, and it begins to appear that the market for rail passenger service isn't completely dead.

It's actually cheaper, with "Sleepercoach," for a man to take his wife along than to leave her at home. Round-trip, New York-Chicago, for man and wife, using "Sleepercoach" double roomette, comes to $136.19, including tax. Round-trip for one person, by first-class rail and standard roomette, also including tax, adds up to $157.14. Net savings — $20.95 — will pay the extra cost of a double hotel room for several nights, with a few meals thrown in.

BAKER

BAKER offers
interpretation
understanding
execution
of

YOUR specifications and requirements, adding up to trailers which perform reliably in YOUR all-weather service.

Write, wire, or phone if we can serve you.

BAKER TRAILER & BODY COMPANY
INCORPORATED
700 North 20th Street, St. Louis 3, Missouri



STUCKI

SIDE BEARINGS

FOR PROVEN DEPENDABILITY
LONG LIFE
HIGH CAPACITY
FREE SWIVELING TRUCKS

MATERIAL:
HIGH CARBON
ROLLED STEEL

A. STUCKI CO.
OLIVER BLDG.
PITTSBURGH, PA.

WORLD RAILWAYS •

1959 Edition
Edited by Henry Sampson

This completely revised and up-to-date edition with its valuable survey of the physical characteristics, equipment owned, and operational results of over 1,500 railways in 110 countries, *has been augmented by* concise detailed reports of progress and development of the major rail systems and their future plans and estimated requirements of motive power, rolling stock, rail, etc.

A unique survey . . . which highlights the changing trends of development, and describes and illustrates the new equipment and new methods being put into operation.

In addition . . . the section on the world's major locomotive and rolling stock builders, with details of their latest production, has been revised and enlarged.

The world's . . . underground rapid transport rail systems, an important compilation last given in the third edition, has been brought up to date and extended to include new lines put into operation.

Order your copy . . . of this unique railroad reference volume by returning the coupon below. No railroad library complete without it. Thousands of up-to-date facts made readily available.

453pp. 655 illus. 8¼ x 12½. $20



Simmons-Boardman Books, Dept. 1159RA
30 Church Street
New York 7, New York

Yes, rush a copy of the new edition of WORLD RAILWAYS—1959 to the undersigned. My check for $20 enclosed herewith.

Name .....

Street .....

City .....State.....

Airy Dunnage says . . .

"Ship your products IN AIR!"



Outdated methods of shoring, bracing and strapping are contributing heavily to the nation's freight-damage totals. These same antiquated methods are adding untold thousands of man-hours to product cost, in the time required for loading and unloading.

The new Air Bulkhead Car, with its controlled air expanded bulkheads, is proving that damage can be reduced to the vanishing point. The Air Bulkhead Car, because of its simplicity of loading, is reducing by as much as half the cost of loading and unloading. The A.B. Car eliminates all bracing, shoring and strapping—thus the savings are 4-fold.

TO THE SHIPPER:

1. Elimination of lading damage;
2. As much as a 50% reduction in loading and unloading time;
3. No costs for lumber, strapping or other materials;
4. No clean-out or housekeeping time required.

TO THE RAILROAD:

1. Easily installed. The Air Dunnage System converts an ordinary boxcar into a high-revenue-producing signature car;
2. Completely eliminates the interior maintenance problem—the car never has to be relined;
3. Reduces or eliminates damage claims and processing costs;
4. Cements Customer Relations.

For further information write:

AIR DUNNAGE INC.
OAKMONT, PA.

HAYES Type WP is a coupler contact cushion bumping post guided by the rails but not attached to them. No middle rails; no drilling; no alloy bolts; installation is a quick job for three men.

Hayes Track Appliance Co., Richmond, Indiana

DEPENDABLE Freight L&HR SERVICE

RADIO EQUIPPED

. . . on the best direct link with New England!

LEHIGH and HUDSON RIVER RAILWAY COMPANY

Coordinated fast freight service via NYNH&H with these connections B&O-CSD; CNJ-RDG-WM; DL&W; Lehigh Valley; PRR and NYS&W-Seatrain Lines.

R. C. Winchester: General Freight Traffic Mgr. • Warwick, N.Y.

You Ought To Know...

Double-bottom truck trains could appear soon on Ohio and Indiana toll roads, if trucking interests get the permission they are seeking. An OK from both states would open up another 400 miles of turnpike to tandem-trailer rigs, which now operate on toll roads in New York, Massachusetts and Kansas (RA, Oct. 12, p. 16). The Kansas Authority is now leading in the over-all length race, permitting tests of rigs 105 feet long.

GATC's G-85 piggyback car (RA, Sept. 7, p. 14) was termed "the hottest development in our history" in a speech by General American Transportation Corp. President W. J. Stebler read for him before the New York Society of Security Analysts. He said that orders have already been taken for 450 of the cars, which are of the Clejan type, weigh 60,000 lb and let the trailers ride close to the rail.

A national association of shipper-motor carrier conferences has been formed, with an initial membership of five of seven regional conferences. One of the main aims of the new group: to promote formation of more regional organizations.

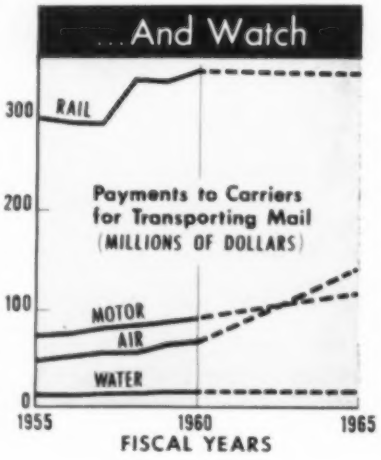
An increase of $100 million a year for hauling of mail is foreseen by 1965, according to the accompanying chart based on Transportation Association of America figures. The Post Office currently pays rail, motor, air and water carriers over a half billion dollars a year to carry mail; tonnage is expected to go up 20% by 1965. The Post Office claims that passenger-train discontinuances are forcing it to rely more on other carriers (see chart). But, with 90% of total mail tonnage being 2nd, 3rd, and 4th class, railroads are expected to remain the primary haulers for some time.

Increases in passengers carried and passenger revenues have encouraged Rock Island to extend (until May 31, 1960) its reduced round-trip first-class fare structure. The low fares, in effect since last Jan. 25, have produced gains of 25% in number of passengers carried, 12% in passenger revenues. Fare reductions, amounting to 22%, are applicable on all trains except the extra-fare "Golden State," operated jointly with Southern Pacific.

Advertising with a railroad theme will be spotlighted again this year by the Association of Railroad Advertising Managers. ARAM announced last week that it will sponsor its Golden Spike Award for the ninth year. The competition, open to any business or industry except railroads themselves, will be for ads appearing during the calendar year, 1959.

Flexi-Van—like straight piggyback—has been piling up an enviable low-damage record. Since operations began, through last June, routine claims averaged only 84 cents per van handled. And the trend has been down. June's record was only 19 cents per van.

First "family meeting" since 1953 has been held by the Wabash. Approximately 400 key employees and their wives attended the two-day affair in St. Louis Nov. 9-10. The program included addresses by Chairman Arthur K. Atkinson and President Herman H. Pevler; and by several speakers from outside industry.



Rotating combustion engine, developed jointly by Curtiss-Wright and NSU Works of West Germany, was displayed for the first time last week. A rotor and crankshaft are the only moving parts. C-W will produce 100- to 700-hp units next year and is planning for a larger size which develops up to 5,000 hp. "In developing this engine," President Roy T. Hurley explained, "Curtiss-Wright has directed its efforts to providing power plants in all fields of transportation with ranges up to 1,000 miles."

Reelected chairman and vice chairman, respectively, of the Railway Progress Institute, are Robert A. Carr, of Dearborn Chemical; and John W. Scallan, of Pullman-Standard. Other members of the executive committee for 1960: John D. Cannon, of Morton Manufacturing; George L. Irvine, of General Electric; W. Lyle Richeson, of Westinghouse Air Brake; R. L. Terrell, of Electro-Motive; and E. H. Van Winkle, of Magnus Metal.

Air freight rates by 1970, predicts aeronautical engineer Grover Loening, even on bulk cargo, will be so low as to obsolete the St. Lawrence Seaway. This will happen, he said, "long before the 50 years that are needed to pay off" the Seaway's "staggering cost." Mr. Loening didn't say what might happen to railroads when bigger and faster planes with annual capacities of 325 million-ton-miles each bring air cargo rates down to around 4½ cents per ton-mile.

Increased hotbox detector use is bringing signal officers into closer liaison with mechanical departments. P. G. Karlet, superintendent of signals and communications, N&W, says signal officers' interest in the detectors reflects their continuing concern with train accident prevention, plus the fact that the detector, as an electronic device, can operate in conjunction with the signal system. Some roads link their detectors directly to wayside signals; others depend on dispatchers or interlocking operators to set the signals when hotboxes are detected.

Advertisers' Index

Air-Dunnage, Inc. 87
American Car & Foundry, Division of ACF Industries, Inc. 30-31
American Hoist & Derrick Company 37
American Steel Foundries 26-27
Association of American Railroads 33
Atlantic Coast Line Railroad 69

Baker Trailer & Body Company, Inc. 86
Buffalo Brake Beam Company 13

Chesapeake & Ohio Railway 66
Chevrolet Motor Division, General Motors Corp. Inside Back Cover
Chicago, Burlington & Quincy Railroad 17
Chicago Milwaukee, St. Paul & Pacific 24-25

Electro-Motive Division, General Motors Corp. 61
Erie Railroad Company 62

Flannery Products Corp. 78
Foster Company, L. B. 78

General American Transportation Corp. 25
General Steel Castings Corp. 11
German Federal Railroad 78
Great Northern Railway Company 63
Greenville Steel Car Company 8
Grip Nut Company 76

Hayes Track Appliance Company 87
Hunt Company, Robert W. 89

International-Stanley Corp. 81
Iron & Steel Products, Inc. 89

Kansas City Southern Lines 60

Lehigh & Hudson River Railway Company, The 87
Louisville & Nashville Railroad 61

Maintenance Equipment Company 67
McGraw-Edison Company, Tropic-Aire Division 75

National Malleable & Steel Castings Company 82
New York Central Railroad 65
Norfolk & Western Railway 14-15
North American Car Corp. ..... Inside Front Cover
Northern Pacific Railway Company 28-29

P & M Company, The 87
Peerless Equipment Company, Division of Poor & Co. .. 2

Reynolds Metals Company ..... 46-48 Incl.

St. Louis-San Francisco Railroad 69
Santa Fe Railway 74
Seaboard Air Line Railroad 56
Seatrain Lines, Inc. 79
Servo Corporation of America 42-43
Sinclair Refining Company 18-19
Southern Pacific Company 73
Southern Railway System 50-51
Stran-Steel Corp. 22-23
Striegel Supply & Equipment Corp. 89
Stucki Company, A. 86

Texas & Pacific Railway 83
Timken Roller Bearing Company ..... Back Cover

Union Pacific Railroad 71
Union Switch & Signal, Division of Westinghouse Air Brake Company 4
United States Rubber Company 74

Western Maryland Railway Company 84
Westinghouse Air Brake Company 6

CLASSIFIED ADVERTISEMENTS

FOR SALE
railway equipment
Used—As Is—Reconditioned

Special Offerings
3—Diesel-Electric Locomotives 44-Ton General Electric
ICC Operating Condition—Standard Gauge

RAILROAD TRACK SCALE
1—125-Ton, 52'6", Buffalo Scale Co.

Service-Tested Freight Car Repair Parts For All Types of Cars

Railway Tank Cars and Storage Tanks 6,000- 8,000- and 10,000-gallon Cleaned and Tested

IRON & STEEL PRODUCTS, INC.
"ANYTHING containing IRON or STEEL"
General 13486 So. Brainard Ave. Office Chicago 33, Illinois Phone: Mitchell 6-1212
Room 1608, 51C East 42nd St. New York New York 17, New York Office Phone: YUkon 6-4766

Robert W. Hunt Company
ENGINEERS
Inspection—Tests—Consultation
All Railway Equipment
General Offices:
810 S. Clinton Street
CHICAGO 7
All Principal Cities

FOR SALE
Baldwin Diesel Electric 120 Ton, 1000 H.P. Switcher. Rebuilt 1955 less than 2000 hrs. since rebuilt. Bargain Price. STRIEGEL SUPPLY & EQUIPMENT CORP., 307 Jack Street, Baltimore 25, Maryland. Phone ELGIN 5-7922.

RAILROAD COMMUNICATIONS
SALES ENGINEER

Excellent opportunity for mature, personable man with good background in railroad communications.

Large Eastern electronics firm is enlarging sales force to offer new, quality product line to American railroads. Can make very attractive offer to qualified man.

Sales experience preferred but not essential.
All inquiries handled in strictest confidence.

Send resume to Box #909, RAILWAY AGE, 30 Church Street, New York 7, N. Y.

AUSTRALIA
New Zealand and Adjacent Countries

Operate 10 major and 30 other railway undertakings, plus a fast-growing railway equipment manufacturing industry widely affiliated with N. American railway supply interests.

This big field is served by one local monthly railway trade news-feature magazine—

RAILWAY TRANSPORTATION

published by the
Shennon Publishing & Publicity Co. Pty. Ltd.
56 Young St., Sydney, Australia
Subscription rate
(railway executives) $6

SALESMEN WANTED

Excellent opportunity available for a sales engineer between the ages of 25 and 40 to sell and service specialized chemicals to railroads. Weed control experience desirable. This position offers top potential for advancement within a growth company and an unsual employee benefit program, including annual cash bonus, profit sharing stock plan, and life and health insurance. Send replies to Box #908, RAILWAY AGE, 30 Church Street, New York 7, N. Y.

KEEP
BUYING
U.S.
SAVINGS
BONDS

Mergers . . . Keep Them Rolling—

The other day a big trucking outfit outlined some of the advantages it has derived from the opening of a 41-mile stretch of modern turnpike —in contrast to prior movement on a parallel high-duty conventional highway, now practically abandoned for through traffic.

Trucks now cover the 41 miles in 50 minutes, day or night. On the conventional highway, elapsed time used to be 2 hours by day and 1½ hours at night.

Drivers used to shift gears an average of 179 times by day and 111 times at night—now only 17 times, day or night.

Brake applications for the 41-mile run used to be 1,755 times by day and 101 times by night—now reduced to 8 times, day or night.

There were 149 traffic lights on the conventional highway—and none on the turnpike (which does, however, have 3 toll gates).

•

These super-highways are, quite evidently, effecting a revolution in the speed and economy of truck transportation. And, as the mileage of such highways constantly increases, competitive pressure inexorably forces the railroads to exert themselves to the very utmost to improve the quality and economy of *their* service.

For the railroads, this isn't easy—because no rich Uncle Sam is pouring out billions to provide vastly faster and more efficient roadways for railway use, as is being done for highway (and waterway) users. Improving railroad service and reducing costs are responsibilities left squarely and solely to the railroads themselves. They're working hard at it, too—as witness the rapidity with which they dieselized their motive power. But, today, there is probably no *one* technological innovation available which would reduce costs as spectacularly as the diesel did. And, besides, the railroads no longer have the big surplus of working capital they had when they started their dieselization.

To match the spectacular improvement in service and economy that their rivals are securing, thanks to lavish use of government credit and tax money, the railroads must have recourse: (1) to a variety of capital improvements which promise the greatest return for the minimum outlay of scarce funds; and (2) to the improvement of *methods*—which has the advantage of requiring little capital outlay. In the realm of improved methods the most important and promising areas are (a) modernization of working rules and (b) mergers which would promote economy and service improvement.

The railroads really have no choice—as to whether they will or will not modernize the working rules, and press forward with promising merger projects. They either have to go ahead vigorously with such approaches to improved economy and service, or resign themselves to continuing disastrous erosion of traffic and earnings.

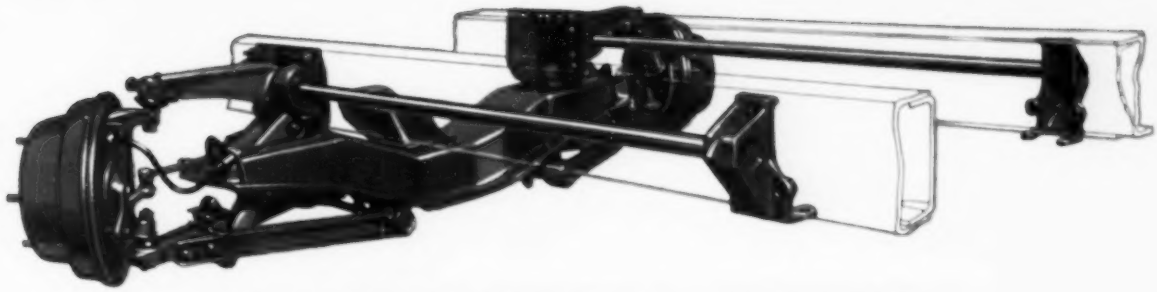
This paper does not suffer the delusion that any and all conceivable mergers of railroads are invariably good. But a great many mergers are possible which, without question, would reduce expenses or improve service or both; and such mergers should be encouraged.

The principal impediment to mergers (even the unquestionably sound ones) is the great amount of detailed study and consultation required. This obstacle is compounded, if ICC handling is unduly protracted. One of the reasons why merger activity has recently gained momentum is the relative speed the ICC developed in deciding the N&W-Virginian consolidation case.

If the ICC were now to show commensurate speed in dealing with the Erie-Lackawanna proposal, certainly other merger-minded railroads will be encouraged to proceed. A little more of such encouragement in strategic places (including the ICC) would certainly help the good work along.

MERGERS, GOOD AND BAD: Not every merger is good. For example, some smaller railroads can probably operate as short lines more economically than they could as parts of a larger system. But railroads today need costly staff and research services, and electronic devices, that only larger systems can adequately provide. Consolidation of parallel lines, concentrating traffic on the low-grade routes, usually produces large economies. Even "end-to-end" mergers—while not usually producing spectacular savings—nevertheless reduce interchange costs (and occasional incidental delay), and increase the ratio of single-line hauls.

Railroads today—their competition being what it is—cannot afford to neglect any promising opportunity to save expense or improve service, especially where large outlays of scarce capital are not required.



CHEVROLET'S REVOLUTIONARY TORSION-SPRING RIDE

the most significant new truck development in decades!

Years of intensive engineering achieved a revolutionary result—a totally new truck suspension system. The most exhaustive chassis engineering program in trucking history proved conclusively that, from the standpoints of both ride and durability, the finest possible truck suspension system would consist of independently suspended front wheels with torsion bar springing. Advancing on this principle, Chevrolet engineers proceeded through years of development to produce a completely new system for the 1960 Chevrolet truck product.

New Torsion-Spring Ride—how it works. The revolutionary result of Chevy's all-out engineering effort—Torsion-Spring Ride—eliminates both the old-fashioned I-beam front axle and friction-producing front leaf springs. Each front wheel, suspended independently of the other through tough control arms and low-friction linkage, is free to step cleanly over bumps without jarring the entire truck. Also, friction-free torsion bars on either side of the chassis, specially mounted to provide a twisting action, work to absorb each jolt; they flex freely to soak up all kinds of shocks, from the smallest to the most severe.

Three new rear suspensions, tough and tailored to the truck, are completely redesigned to complement the independent front suspension in every weight class.



M70 tandem proves its stamina on year-long test of durability.

Here's a ride that lets you get more work done in a day's time! Take a '60 Chevrolet truck over a rough stretch of back road and feel the absence of I-beam shimmy and wheel fight. Chevy's torsion springs soak up jolts and jars that would shake the headlights off an ordinary I-beam rig. You move along with maximum payloads at higher safe cruising speeds. You make your tough off-the-highway runs in less time, improving your ton-mile-per-hour rate as much as 100%.

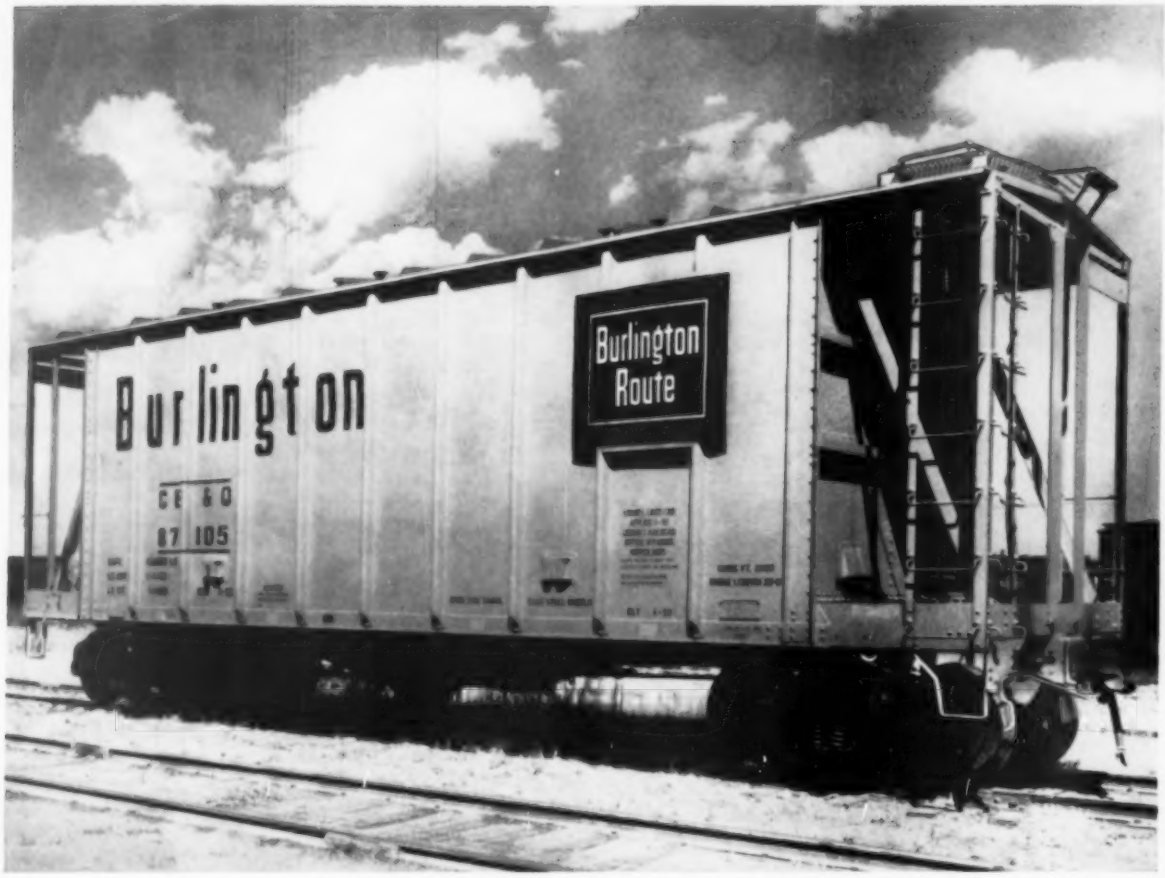
A ride that shows respect for the driver and the load! Out at the GM Proving Ground, the test drivers will take a torsion-spring Chevy any day over an I-beam truck—even if they have to drive it twice as far. The ride's that much better; that much safer. The load, too, has an easier time of it. There's far less bounce and jounce, less danger of damaging fragile cargoes.

A ride that adds extra thousands of miles to the truck's working life! You can be sure the shockproof action of Chevrolet torsion-spring ride means lower maintenance costs. As much as 78% of all objectionable road shock and vibration is absorbed before it can be transmitted to the truck's body and sheet metal. Chevy trucks stay new-looking a whole lot longer and their working life is increased by extra thousands of miles.

Once you've experienced the incredible smoothness of a torsion-spring ride, you'll realize that Chevrolet has set off a full-scale revolution with the introduction of its '60 models. By throwing away the old-fashioned I-beam in favor of independent front suspension, Chevy's new design has improved virtually all phases of truck performance. Drive a new one just once. That's all we ask. . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

1960 CHEVROLET STURDI-BILT TRUCKS

CHEVROLET



"14,400,000 trouble-free miles" reports Burlington ...Two ways they sweeten shipments

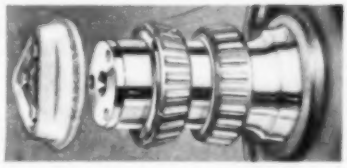
1. Special design, modern freight cars. Shown above is one of the Burlington Line's first 100 Airslide® covered hopper cars, as manufactured by the General American Transportation Corporation, which speed bulk sugar and flour for shippers. In service nearly four and one-half years, they've averaged 3,000 miles per month, each, and rolled up about 14,400,000 miles all told. And the Burlington has them in interchange service—one more way to give its customers faster, better shipping . . . spread the benefits of "Roller Freight" to *all* shippers.

2. Precision-engineered, modern bearings...Timken® bearings. One big reason why these cars rolled up a service record of about *14,400,000 trouble-free miles* is the Burlington specified Timken *tapered* roller bearings for their car axles instead of friction bearings. And all the bearings on these cars are the Timken "AP" heavy-duty type journal bearing assemblies. Timken bearings eliminate the hot box problem—the No. 1 cause of freight train delays. And they drastically cut terminal bearing inspection time, further assurance to shippers of faster, better service.

More and more railroads are going "Roller Freight"®—putting more cars of all types on Timken *tapered* roller bearings. The big gain for shippers is speedier, surer shipments. The Timken Roller Bearing Company, Canton 6, Ohio. Cable: "TIMROSCO". *Makers of Tapered Roller Bearings, Fine Alloy Steels and Removable Rock Bits.*

87 railroads and private car owners now have over 50,000 Timken bearing-equipped cars in service or on order . . .

¾ of them in interchange



BETTER-NESS rolls on

TIMKEN®

tapered roller bearings

